

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

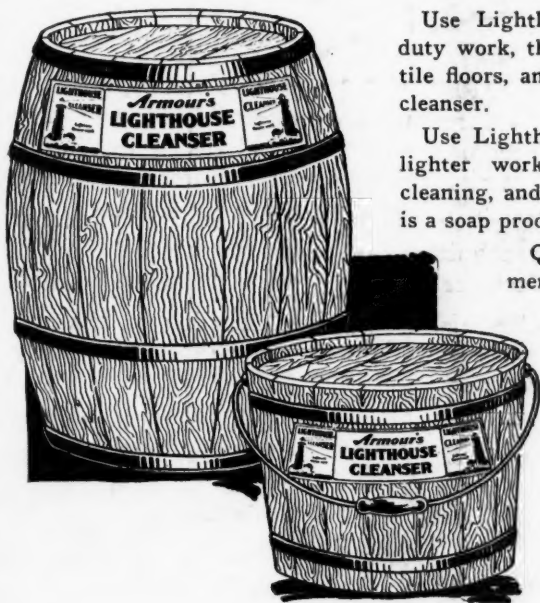
Volume 82

MAY 17, 1930

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Number 20

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Patented drain flange, between cylinder and pedestal, **prevents** meat and meat juices from **working back** into bearing, and oil from **leaking** into cylinder.

JOHN E. SMITH'S SONS CO., Buffalo, N. Y., U. S. A.

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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MAY 17, 1930

Chicago and New York

Economic Bases of Business Stabilization

Fundamentals Any Meat Executive May Apply to His Business to Measure His Contribution to Permanent Stability

Success in meat packing and distribution depends in large measure on the buying power of the public. This buying power, in turn, depends upon steady employment and general business stabilization.

Perhaps, therefore, no subject is of more immediate interest to the meat packer, sausage maker, wholesale or retail meat merchant than the fundamentals of business stabilization.

While always a subject of paramount importance, business stabilization has been brought to the fore in the last half year as a result of the sudden break in an ever-widening prosperity wave and its accompanying unstabilizing influences.

At a great conclave of business men, representing every kind of industry and commerce, held recently in Washington, D. C., the subject of foremost importance was means of stabilizing business and of providing for continuing stabilization.

To Organize National Council.

At this gathering the President of the United States, Herbert Hoover, summarized the efforts that have been made to overcome the depressing effects of the economic crash. He also outlined the need for and the possibilities of continuing work along the lines undertaken to overcome the immediate situation, as a means of permanent business stabilization.

With this end in view, President

Hoover announced his purpose to organize a national economic council, composed of representatives of business, economics, agriculture and labor, at the same time recognizing that the country is not yet entirely through the difficulties of the present situation.

"We have need to maintain every agency and every force that we have placed in motion until we are far along on the road to stable prosperity," he said.

At this same conclave an able analysis of the fundamentals of business stabilization was made by Frederic S. Snyder, president of the Batchelder, Snyder, Dorr & Doe Co. of Boston, Mass., chairman of the board of the Institute of American Meat Packers, and wartime lieutenant of Herbert Hoover in the Food Administration.

Mr. Snyder analyzed the foundations on which stabilized business must rest. His analysis relates to all business, but can be applied to a greater or less degree to the economic analysis of every

meat organization, regardless of size. Each must make its contribution if stabilization is to be realized.

One of the most disturbing factors in the process of business stabilization is the "fear-cloud of unemployment which overshadows every home lacking material reserves of savings or income," Mr. Snyder said.

"The obvious obligation on the part of every executive having opportunity to make or influence decisions is today in the direction of maintaining the purchasing power of the country through making unusual effort to institute any new and productive form of activity which shall increase employment."

The full text of Mr. Snyder's address follows.

Bases of Stabilization

By Frederic S. Snyder.

The business man's approach to his problem must be one of utter practicality.

His managerial success must eventually find its reflex in earnings. This does not exclude, but very insistently includes, the highest consideration for the welfare of the employe organization.

To secure even this welfare, there must be protection of the capital which is an essential element of the factor of production and labor employment.

Without earnings, credit stability and the possibilities of normal business growth are lacking; therefore the approach to any analysis of the economic bases of business stabilization must be founded on the joint interest of em-



ployee, executive staff and stockholder in the average success of business.

Interchange of Service.

Modern business appears to be a continuing development and perfecting of interchange of personal services.

In colonial days the colonist and his family lived a life which approximated a complete business entity. The four primary essentials which support life, namely, fuel, food, shelter and clothing, were very nearly produced within the confines of the early settler's land.

The house was built of logs cut upon the place; the roof shingled with cedar from the swamp; the fuel came from the forest; the clothing and blankets and even the sheets were from sheep reared upon the pastures, the wool being carded, spun and woven by the women of the household. Food was primarily derived from the soil and from the livestock.

Today even the wardrobe of any man in this audience would probably represent several states and several foreign countries. To build a house today one might use oak from Michigan, fir from Oregon, slate from Maine, lead from Missouri and copper from one of several states; and this list might be widely extended.

On every dinner table today are found foods, fruits, preserves, condiments and what not which are the products of various areas and frigid, temperate and tropical zones.

In this great extension of interchange of services, we must study stabilization from the standpoint of recognition of the principle that today each person is working for another, and that subdivision of service for each item of use has become infinitely extended.

With dislocation of continuity of this exchange of service, income is lost. Without income, normal purchasing power is gone; and the circle of generally diffused prosperity based on this purchasing power is broken.

Capital Circulation.

That old story of Civil War days, which has found new forms of expression in recent years, told of the man who in a period of great shortage of currency received a hundred dollar bill and decided that he ought to retain it as a back-log for emergency use.

Upon further consideration, however, he decided that the man who in good conscience paid his debt to him placed on him a moral obligation to follow his example. So, meeting at the country store several persons, to one of whom he owed a sum of money, he handed him the hundred dollar bill and told him of his cogitations on the subject and the reason for his decision to pay him the sum of money.

As a result, the recipient followed



FREDERIC S. SNYDER.

President Batchelder, Snyder, Dorr & Doe Co., Boston, and Chairman of the Board, Institute of American Meat Packers.

the same principle and handed the bill to a third man, who handed it to a fourth; and the fourth to the person who had told the story of his decision and to whom he owed a sum of money; and who, therefore, received again the hundred dollar bill which had thus discharged five debts.

Increased Employment Efforts.

The obvious obligation on the part of every executive having opportunity to make or influence decisions is today in the direction of maintaining the purchasing power of the country, through making unusual effort to institute any new and productive form of activity which shall increase employment.

The effort of the President, moving swiftly on the heels of the market crash of last fall, to stem the tide of depression and neutralize the natural trend of waiting for better times by the substitution of a policy of immediate entrance upon the expansion of governmental constructive activities and the summoning by him of the business interests of the country to follow, is beyond praise.

The repercussion of that action is, I believe, responsible for a mental attitude of much firmer business confidence and for the inauguration of constructive programs of a much more extensive order than would have taken place in the same interval without this inspiration and example, backed as this has been by congressional support as well as by state, municipal and business interest throughout the country.

As I have said, the business man's

attitude must be utterly practical. Practicality endeavors to survey as much of the field as it is possible to identify as having a direct bearing on the problems in hand.

Wages Rather Than Dole.

We know that general prosperity is founded on purchasing power. Purchasing power is founded on stable employment. And we recognize today that such employment should be at wages which are not merely living but marginal. That is, there must be a saving ability or a purchasing ability beyond mere bread-and-butter requirement. Therefore the urge for stabilized employment at adequate wages.

Certain sections of Europe have dealt with unemployment by the use of the dole. I cannot imagine its application in this country without a return of compensating service. The authorities should find some means of creating public employment so that even an untrained and possibly inefficient worker would be performing a real, if unskilled, service in exchange for an employment emergency wage.

Whether this would be found in road building, reforestation, land-clearing, land-draining or what not, it would be a wage and not a dole.

Per Capita National Wealth.

We cannot ignore the mathematics of any business situation.

In a recent discussion in Chicago I had occasion to refer to some studies which I had made during war days with respect to the food reserves of this country. This particular study led into another field, namely, of our reserves of wealth and capital.

The results of this study were to me highly impressive. And two figures will be interesting to you if you have not had occasion to consider them.

The most recent official figures available show that our total public and private net wealth reveals a national per capita of \$2,928. Of course much of this has no earning power and is an expense to carry; but it is the total net property of an assumed 120,000,000 people, some of whom possess none of it and some of whom have large accumulations. It is the per capita average of our national wealth including undug mines, untitled lands, uncut forests, government buildings and property, as well as private property.

Value of Capital to Labor.

This total could not, of course, be expected to pay a net income as high as five per cent after paying its proportion of taxes, cost of carrying on the government, etc. However, even at five per cent net it would yield a per capita income of less than 40 cents per day.

(Continued on page 51.)

Building Efficiency into the Meat Plant

Prompt Handling and Economical Methods Possible When the Offal Department Is in Hog Killing Room

III—Locating the Departments

Gassy odors in offal and off-quality product are often due to delay in getting products to the coolers promptly.

Such trouble is more frequent during warm weather. But it may occur at any time when considerable amounts are allowed to accumulate before being taken out of the killing or offal room.

Needless handling, due to poor plant layout, arrangement and facilities, are sometimes primary causes, but neglect and carelessness must also be credited with their share of these off-quality products.

Special consideration is being given the offal department and methods of handling in the new meat plant of Smith & Jones.

The boys—Tom and Dick—have just had another conference. They discussed location of the offal department, necessary equipment, methods of processing, and the manner of transporting the products to the coolers, tanks and casing department. As a result of this talk they have decided on a design that will, they believe, save them much money.

This is the third of these conferences

on the design, construction, arrangement and operation of this new plant by Smith & Jones. At the first conference, reported in the November 23, 1929, issue of THE NATIONAL PROVISIONER, the one-gang vs. two-gang method of operating hog killing and cutting rooms was taken up and disposed of. At the second, published March 29, 1930, it was decided that the lay-out should be on the basis of a 24-hour chill for hogs.

Later articles will deal with other important problems which confront packer executives planning to build new plants or enlarge old ones.

Low Cost Offal Handling

"Hello Dick. What's on your mind today?"

"Hello Tom! I have been looking over several plans for our new hog killing layout, and I see some are designed for offal floors below. Others do not provide separate offal floors, the offal equipment being closely coupled with the killing layout on the same floor."

"Well Dick, I thought it was always customary to have the offal department on the floor below, with chutes to land everything on tables. I don't believe I ever saw a plant with any other arrangement."

Handle Offal on Killing Floor.

"You are right, Tom. Most plants handle all, or at least a good part, of the warm offal on the floor below, but I visited a plant recently where the offal equipment was on the killing floor. The building was new, having been con-

structed within the last five years. I was certainly impressed with the way the offal, including the heads, was handled. The arrangement was efficient and economical. At first I didn't realize that the complete operations were going on right there, in one spot."

Equipment Well Located.

"Sounds good. How did they do it, Dick?"

"Well, in this plant the hog killing room was long and narrow and the dressing rail made a complete circuit, about four feet from the walls. The room was not over 35 ft. wide and there were no columns. This left the entire center of the room available for the two traveling tables. There was plenty of room for getting around to see what was going on.

"Of course there was a traveling viscera inspection table. It was 40 ft. long and had individual Monel metal pans. At the discharge end of this table was a small bridge-like table, leading to the second traveling table. A workman separated the viscera on this connecting table and allowed the various parts to slide down a short incline to the second table. This was at least 18 in. lower than the viscera table and set a little out of line; i. e., the inside edge of the second traveling



table was just about in line with the outside edge of the viscera table.

"The viscera were worked up on this second table which was entirely different from anything I have ever seen in the way of a traveling table. It was 40 ft. long and about 2 ft. wide. Instead of flights, the moving bed consisted of a 24-in. Monel metal bolt running between small galvanized iron side boards. These were ingeniously set so that there was no possible chance of the entrails getting beneath and being damaged."

Fats Kept Clean.

"Say, Dick, that table must be a dandy. I have sometimes noticed little heaps of caul fats, small gut ends, etc., at the end of some flight-type tables. If this table you have described does away with this, it is worth considering."

"Well, it does, Tom. On this table the rings are pulled, plucks trimmed, small guts pulled, ruffle fat removed, black guts fattened and chitterlings saved. Fats removed are placed in a little overhead trough running the full length of the table. This delivers them to a tiny fat washing box with two compartments, one for receiving and the other for washing with a fine water spray running over it.

"The fat washing box is small because with this table the washing of fats is no longer really a washing operation, but rather merely a point of inspection for the man who delivers the fat to the tank. Of course, when they are caught on this table the government inspector has ample opportunity for inspection. However, when the viscera are worked up on a table of this type so little fat becomes contaminated that a washer is almost useless and considerable saving of fats is effected."

Separate Table for Stomachs.

"Well Dick, how about the stomach washing, bung flushing, etc. You didn't say anything about that being done on this table."

"No Tom, I didn't. Stomach ripping and scrubbing and bung flushing and trimming were the only viscera processing operations not handled on the rolling table. These operations are done on a small, compact iron table at right angles to and butted against the rolling table. This combination stomach and bung table had a hopper bottom leading direct to the sewer which carries off the contents of stomachs and bungs. Back of the stomach ripper's station was a hopper-like bin in which stomachs were accumulated. By lifting a little slide gate the stomachs could be discharged into a denuding or sliming machine commonly called a washer.

"The stomachs were trimmed free of caul fat by the separator, and at a killing rate of 200 per hour he had plenty

of time to do this in addition to removing any giblet or skirt meat left on the viscera by the snatcher."

"Weren't there any chutes whatever in this layout? How did they get rid of everything? Did they use trucks?"

Fats Delivered With Blower.

"The only chutes leaving this department were for delivering black guts and small guts to the casing department. The offal and fats were trucked out of this room, because the offal cooler and tanks were in another building on the same level. They were, however, installing a blowing system for delivering fats to the tank. In our new plant we are planning to have our offal cooler on our shipping floor level, and we will put in chutes to deliver all warm offal as fast as produced direct to the cooler."

"Yes Dick, I should think that would be better. Offal certainly should be handled fast, particularly in hot weather, to keep it in first-class condition. How did this place you are telling about handle stuff promptly when they had to truck it?"

"Well Tom, they handled it very nicely, much better than we do at present. They had little iron framed stations at each point where finished

product was coming off the tables. A shallow offal pan (shallow to prevent piling too thick) was placed on these frames. A man with a rack truck came regularly, picked up the full pans and left empty ones. The production was almost constantly on the move to the cooler. I am sure none of it was longer than 30 minutes in accumulating. We use large cans and trucks and allow product to accumulate for a couple of hours. Is it any wonder it sometimes has a gassy odor next morning?"

Chutes Lead to Coolers.

"Dick, I like the idea of offal chutes directly into the offal cooler, but how are you going to handle the receiving end? Won't it be kind of messy?"

"No Tom, not if we design it right. I plan to have the various chutes (the mouth ends of which are located right at the point of origin) lead to little stations in the offal cooler. For head and cheek meat, for instance, an offal pan will be placed on this station. For tongues, a small iron box for a receiver, with an extension on the chute, will be provided so that the tongues will be delivered right to the tongue rack and they will be hung directly from this little box.

"The same thing is planned for livers and plucks. A perforated plate will be placed in the bottom of the liver box for drainage. A station will be arranged for each product near the place where it is to be stored. With this arrangement one man is going to have a snap handling all our offal at a killing speed of 200 head per hour."

"Sounds good to me, Dick, but how about the heads? Did they work up the heads on the killing floor too?"

Only One Foreman Needed.

"They sure did, Tom, but I haven't time to tell you about that now. The head bench was the most efficient layout for the purpose I have ever seen, and if I have my way we are going to have one like it. It is placed beside the hog rail, and is much narrower than head tables usually are. The crew was keeping right up with the killing gang. That is one of the main points, in my estimation, of having all the offal operations handled on the hog killing floor.

"I also noticed that the killing foreman was looking after the offal gang as well as the killing gang. He could do this as well as not, because everything was right under his thumb. But about the head bench. I want to talk about that some other time—too busy now."

"All right, Dick, I see you are sold on not having a separate offal department and so am I. You will see to it that our new hog killing department plans include the offal on the same floor."

Study Meat Packing

Students in packinghouse operations—either in night, correspondence or day courses—have had indicated to them as a valuable textbook for their studies "The Packers' Encyclopedia."

This 545-page volume is the operating handbook of the industry. It takes up packing operations with the live animal, and carries them through to the finished product and by-product.

Its arrangement—though intended for the packinghouse operating man—is ideal for the student.

"The Packers' Encyclopedia" will be found in most public and college libraries. Students desiring to obtain copies for their own use, however, may obtain terms upon application to the Institute of Meat Packing, University of Chicago, Chicago, Ill.

Those who are not students should apply to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Another Method of Packer Preparation And Distribution of Fresh Meat Cuts

Merchandising consumer cuts of fresh meat in trademarked boxes, with transparent paper covers, is another step in the effort to find the most economical and satisfactory method of placing fresh meats in the hands of the consumer.

This plan has been adopted by the Hygrade Food Products Corporation in cooperation with a number of food stores and meat shops in Brooklyn and New York City.

The meats are cut at the packing plant, packaged in the trademarked boxes and delivered to the markets in refrigerated trucks. In the shops the cuts are held in "butcherterias," which are refrigerated combination storage and display cases.

All meat is government graded, and each retail cut shows the grade stamp. Both regular and special daily refrigerated motor truck deliveries are made.

More Stores Can Sell Meat.

By the addition of cut meats and the use of the special cases, the Hygrade company believes it will not be necessary for the retailer to carry as much stock or to employ much expensive labor. An additional saving is claimed in that the retailer does not have to waste so much of his time at the cutting block, but can give more attention to the management of his business.

This method makes possible the addition of meat departments in food stores which have never before handled meat, the company points out.

The retail food store handles the meat line without capital outlay, as the cases are contracted for by the retailer on a rental basis, the packer installing and supervising them without additional charge.

The owner of a high-class grocery store in Brooklyn, which had never handled meats before, reported that he was delighted with this new experiment. His case contained all cuts of beef, lamb and pork, as well as some prepared meats, such as sausage, meat loaf, etc.

His present arrangement is to have his customers give their orders the day previous for delivery the next day, and in this way he avoids any possibility of waste.

To Show How It Can Be Done.

The Hygrade company reports that under this new system a coffee store in

Brooklyn did a meat business which ranged from \$72 the first week to \$450 the fourth week, after this new line was added.

The company is planning to open a demonstration store which will be a departure from other modern meat markets. In this store only meats packaged in trademarked boxes will be sold. The cuts will be prepared in the packing plant and will be merchandised by girls. The floor will be covered with rugs. There will be no meat blocks, only show cases.

Commenting on this new departure in merchandising fresh meat cuts, Samuel Slotkin, president of the Hygrade company, said:

"The almost overnight acceptance of the consumer, whose fancy was caught at once by the advanced sanitation and economy of this new method which eliminates the purchase of meat trimmings, indicates tremendous benefits to retail and wholesale butchers, grocers and other food merchants.

"The retailer effects economy of space, labor and investment. He is not required to cut or stock fresh meat. He purchases only daily requirements. Fresh meat, cut into steaks, chops, roasts and other required sizes at our packing plant, is government graded

and immediately sealed in cellophane covered, trademarked boxes. Cleanliness is thus assured.

"Scientific cutting results in a greater number of cuts per quarter. Waste is reduced. The trimmings customers pay for under the present methods are eliminated entirely. The consumer buys only the meat which is actually eaten. There is no waste."

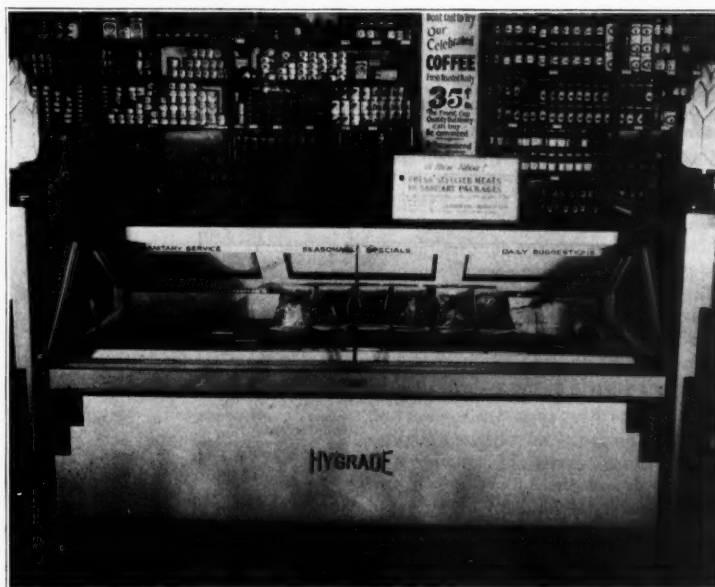
WIRE TIES CUT COSTS.

The use of wire ties for fastening ham bags is saving one meat packer in the Central West 7c per 100 lbs. in the cost of wrapping these meats. The saving is entirely on labor, as the ties cost no more than the thread formerly used for sewing the bags.

The ties are purchased ready for use, they being of the required length and with a loop formed at each end. A hand tool is used to twist the wire around the neck of the bag. This operation is performed in a fraction of the time it formerly took to close the bag by sewing.

FRIED CHICKEN IN CANS.

Poultry canning at the rate of 300 fowls a day has been under way recently in Arcadia, California, the first shipment of the canned chicken were made May 1. Fried spring chicken with giblet gravy, roast chicken and steamed boned chicken are the products packed.



REFRIGERATED CASE USED IN SALES OF PACKAGED FRESH MEATS.

This is one type of combination storage and display case used in the distribution of fresh meat cuts packaged in trademarked, transparent-covered boxes. The cases are placed in the food store by the Hygrade Food Products Corporation on a rental basis, thus eliminating large capital outlay in the addition of meat departments. Daily and special deliveries in refrigerated trucks obviate the necessity for carrying heavy stocks of meat at any time.

Packers' Traffic Problems

Comment and advice on transportation and rate matters of the meat and allied industries. For further information, write The National Provisioner, Old Colony Bldg., Chicago, Ill.

WHO LOADS AND COUNTS?

The packer is confronted almost daily with livestock shipping problems. If you wish to submit your questions, an attempt will be made to answer them here.

Question.—A Pittsburgh packer states he has long been receiving livestock from an Indiana market; that his livestock contracts have "S. L. & C." written on them, and that he never paid attention to that fact until the freight claim agent declined to pay him for two hogs that were short, on the grounds that the shipper loaded and counted the hogs, hence the carrier cannot be held liable for unexplained shortages. He asks what rights he has.

Answer.—You have been careless in accepting contracts of this kind, but fortunately you are not stopped from recovery.

This point of shipment is a recognized public livestock market. It is so designated by the B. A. I. and by the tariffs of this particular railroad.

All loading of livestock at that market is done by the stockyard company for the carrier, and the carrier pays them an agreed sum per car. Therefore, such facts belie their statement that the stock was "shipper's load and count."

Either the claim agent does not tell the truth, or his company is guilty of paying for services not performed. In either case it seems up to his company to get things straightened up. Of course you can recover for any shortage upon showing that the proper number was delivered to the carrier's agent, and you did not receive that number. Insist upon full settlement.

Another question and answer will appear in this column in the next issue of THE NATIONAL PROVISIONER.

MEAT QUALITY VARIES.

The possibility that tenderness of meat may be partly an inherited quality is strongly suggested by studies now being made by three bureaus of the United States Department of Agriculture in cooperation with 25 state agricultural experiment stations. The study begins on the farm, follows the meat through the packing house, and ends in the dining room where the meat is judged for tenderness and the other palatability factors.

The purpose of the investigations is to isolate some of the factors re-

sponsible for quality in meat, and to set up standards for recognizing and measuring these qualities, according to E. W. Sheets of the Bureau of Animal Industry.

"Efficiency in dairy animals," says Mr. Sheets, "has long been measured by the quantity and quality of milk produced. To a certain extent the efficiency of nearly every kind of livestock, with the exception of meat animals, can be measured before the animal is killed."

In a number of instances there was a greater difference between the meat of two animals of the same lot than between that of two animals from two different experimental lots which were handled under widely varying methods of feeding and management.

A study of the records of this and other tests in the quality-of-meat project leads to the conclusion that individuality is a most potent factor in determining whether meat shall be tender or tough, of high quality or of inferior quality.

Histological examination of muscle fibers of animals which have received the same feed-lot treatment shows characteristic differences in size, structure, and arrangement of fibers, membrane, and connective tissue. The meat of no two animals has behaved in exactly similar fashion when subjected to a number of tests which have been developed.

PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on May 14, 1930, or nearest previous date, together with number of shares dealt in during the week, and closing prices on May 7, or nearest previous date:

| | Sales, Week ended May 14. | High. May 14. | Low. May 14. | Close, May 14. | Close, May 7. |
|--------------------------|---------------------------------|------------------|-----------------|-------------------|------------------|
| Amal. Leather. 100 | 2 1/2 | 2 1/2 | 2 1/2 | 2 1/2 | 2 1/2 |
| Do. Pfd. 100 | 25 | 25 | 25 | 25 | 25 |
| Amer. H. & L. 100 | 4 1/2 | 4 1/2 | 4 1/2 | 4 1/2 | 4 1/2 |
| Do. Pfd. 1,800 | 25 1/2 | 25 1/2 | 25 1/2 | 27 | 27 |
| Amer. Stores. .... | ..... | ..... | ..... | 48 | 48 |
| Armour A. 19,300 | 7 | 5 1/2 | 6 1/2 | 5 1/2 | 5 1/2 |
| Do. B. 11,600 | 3 | 3 1/2 | 3 1/2 | 3 1/2 | 3 1/2 |
| Do. Pfd. 700 | 56 | 56 | 56 | 56 1/2 | 56 |
| Do. Del. Pfd. 300 | 75 1/2 | 75 1/2 | 75 1/2 | 75 1/2 | 75 1/2 |
| Beechnut Pack. 1,400 | 60 | 60 | 60 | 58 1/2 | 58 1/2 |
| Bohack, H. C. 3,000 | 82 | 82 | 82 | 76 | 76 |
| Do. Pfd. 50 | 102 1/2 | 102 1/2 | 102 1/2 | 102 1/2 | 102 1/2 |
| Brennan Pk. A. 2,000 | 56 1/2 | 56 1/2 | 56 1/2 | 56 | 56 |
| Do. B. 3,150 | 19 1/2 | 19 1/2 | 19 1/2 | 22 1/2 | 22 1/2 |
| Chick C. Oil. 800 | 27 | 26 1/2 | 27 | 25 1/2 | 25 1/2 |
| Childs Co. 6,200 | 63 1/2 | 62 | 63 | 61 1/2 | 61 1/2 |
| Cudahy Pack. 8,200 | 44 1/2 | 44 | 44 1/2 | 42 | 42 |
| First Nat. Strs. 6,300 | 53 1/2 | 51 1/2 | 53 1/2 | 52 1/2 | 52 1/2 |
| Gen. Foods. 64,900 | 59 1/2 | 58 1/2 | 59 1/2 | 58 1/2 | 58 1/2 |
| Gobel Co. 5,100 | 15 1/2 | 15 | 15 1/2 | 15 | 15 |
| Gt. A. & P. 1st Pfd. 140 | 117 1/2 | 117 1/2 | 117 1/2 | 116 1/2 | 116 1/2 |
| Do. new. 200 | 239 1/2 | 231 1/2 | 239 1/2 | 233 | 233 |
| Hornel, G. A. 250 | 27 1/2 | 27 1/2 | 27 1/2 | 25 1/2 | 25 1/2 |
| Hygrade Food. 2,400 | 12 | 12 | 12 | 12 1/2 | 12 1/2 |
| Kroger G. & B. 30,000 | 35 1/2 | 34 1/2 | 34 1/2 | 33 1/2 | 33 1/2 |
| Libby McNeill. 8,300 | 19 1/2 | 18 1/2 | 19 | 17 1/2 | 17 1/2 |
| M. & H. Pfd. 400 | 35 1/2 | 35 | 35 1/2 | 35 1/2 | 35 1/2 |
| Morrell & Co. 1,000 | 67 | 66 | 66 | 66 1/2 | 66 1/2 |
| Nat. Fd. Pk. A. 400 | 11 | 11 | 11 | 12 1/2 | 12 1/2 |
| Nat. Leather. 800 | 2 | 2 | 2 | 2 | 2 |
| Nat. Tea. 2,300 | 31 | 31 | 31 | 31 1/2 | 31 1/2 |
| Proc. & Gamb. 10,700 | 73 1/2 | 72 1/2 | 73 1/2 | 72 1/2 | 72 1/2 |
| Safeway Strs. 4,300 | 83 1/2 | 80 1/2 | 83 1/2 | 82 1/2 | 82 1/2 |
| Do. 6% Pfd. 270 | 96 | 96 | 96 | 95 1/2 | 95 1/2 |
| Do. 7% Pfd. 10 | 108 | 108 | 108 | 108 | 108 |
| Strauss-R. Strs. 2,400 | 22 | 21 1/2 | 21 1/2 | 15 | 15 |
| Swift & Co. new 9,750 | 31 1/2 | 30 1/2 | 31 1/2 | 30 1/2 | 30 1/2 |
| Do. Ind. 40,850 | 38 1/2 | 37 1/2 | 37 1/2 | 33 1/2 | 33 1/2 |
| Trans. Pork. 500 | 23 1/2 | 23 1/2 | 23 1/2 | 24 | 24 |
| U. S. Cold Stor. 1,100 | 37 1/2 | 37 1/2 | 37 1/2 | 37 1/2 | 37 1/2 |
| U. S. Leather. 1,500 | 11 1/2 | 11 1/2 | 11 1/2 | 12 1/2 | 12 1/2 |
| Do. A. 400 | 20 1/2 | 20 1/2 | 20 1/2 | 20 1/2 | 20 1/2 |
| Do. Fr. Pfd. 500 | 80 | 80 | 80 | 80 1/2 | 80 1/2 |
| Wesson Oil. 1,400 | 27 | 26 | 27 | 24 1/2 | 24 1/2 |
| Do. Pfd. 1,400 | 58 | 58 | 58 | 57 1/2 | 57 1/2 |
| Wilson & Co. 800 | 5 1/2 | 4 1/2 | 5 1/2 | 4 1/2 | 4 1/2 |
| Do. A. 900 | 11 | 9 1/2 | 11 | 9 | 9 |
| Do. Pfd. 500 | 51 1/2 | 50 | 51 1/2 | 49 | 49 |

Financial Notes

News Notes and Practical Pointers on the Money Side.

LIBBY DECLARES DIVIDEND.

At a meeting of the board of directors of Libby, McNeill & Libby, held May 15, 1930, a dividend of \$3.50 a share, or 3 1/2 per cent, was declared, to be paid out of earnings, on outstanding preferred stock of the company, payable July 1, 1930, to preferred shareholders of record at the close of business, Friday, June 13, 1930.

HORMEL QUARTERLY EARNINGS.

Net earnings of Geo. A. Hormel & Co., for the quarter ended April 26, amounted to \$198,901.61, after all taxes, preferred stock dividends and depreciation. For the half year to date, net earnings amounted to \$550,414.59, equivalent to \$1.11 per share on the common stock outstanding. These earnings do not include market appreciation of \$139,202.77 on unsold inventory.

The reduction in earnings compared with those of a year ago is traceable almost entirely to inventory losses due to trade conditions, together with unfavorable margins in fresh pork operations during the first four months. President Jay C. Hormel points out.

The ratio of the company's current assets to current liabilities is more than 4 to 1.

FINANCIAL NOTES.

Adolf Gobel, Inc., reports a net profit of \$101,363 for the 16 weeks ended April 19, after charges, federal taxes and subsidiary preferred dividends. Net sales in the period amounted to \$14,650,150.

The Beech-Nut Packing Co. has reported net earnings of \$614,032 for the first quarter of 1930 before federal taxes, compared with \$654,407 in the corresponding period of 1929. It is estimated that after deductions, the earnings on the 446,250 shares of common stock outstanding will be \$1.24 per share.

Net income of the Childs Company for the quarter ended March 31 shows an increase of 185 per cent over the first three months of 1929. Consolidated net income amounted to \$377,232 after interest, depreciation and federal taxes. In the corresponding quarter of 1929 the consolidated net income was \$160,016.

Net gains are shown by the Liquid Carbonic Co. both in sales and income during the six months ended March 31, 1930. Net sales amounted to \$5,459,756, compared with \$4,751,800 in the corresponding months a year ago. The net income for the period was \$291,027, equal to 85c a share on 342,406 shares of common outstanding. This compared with a net income of \$283,117 a year ago, or 82c a share on the same basis. Net earnings, before federal taxes but after interest and depreciation, were \$331,116, compared with \$303,536 in 1929.

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Better Meat Merchandising

Many meat merchandisers depend too much on past experience. They do things because it has become the accepted custom to do them.

It is high time packers began to think along new lines, to give more effort to put new life into the meat industry by improving old products, developing new ones, and enlarging and consolidating markets.

As an example, one packer cites hog hair as a by-product of the meat plant that has considerable possibilities, were the proper attention given to it. For mattress stuffing and some other uses it is excelled by few materials. But users of mattresses do not know this.

Despite the value of hog hair for the purpose, mattress makers are not beating a path to the packer's door.

Hog hair sells at a very low price and is not a profitable item for the packer. But it might be made so. A little investigation to determine new uses for the material, and some good merchandising to acquaint the public with its merits, would go a long way toward giving the packer a profitable price for this material.

The situation in lard hardly needs mentioning. Here is another case where a superior product is sold by the packer at unprofitable prices. Although few products equal and none surpass it as a shortening, the public is more or less indifferent to it because they do not know its merits. Here again up-to-date merchandising would probably turn a loss into a profit.

So far as meats are concerned, this packer does not minimize the importance of work to increase the consumption of the standard cuts. But he is convinced that initiative, energy and intelligence in studying markets to discover consumer preferences and pioneering in new cuts, new products and new ways of offering them to consumers would be very much worth while.

And in this connection, he urges the meat industry to know territories, markets, conditions and possibilities, and not to judge demand and consumer preferences only by retailers' orders. These indicate in a way what consumers are buying, but in larger measure they reflect only what the retailers

desire to offer to customers and what they think customers will buy.

In the last analysis, better merchandising, about which we are hearing so much these days, is an effort for increased meat consumption, more business and better profits. All details, such as trade-marking, branding, packaging, wrapping, etc., are but means to achieve these ends.

Unless the packer coordinates his efforts and understands that his merchandising plan must be based on facts gained from a study of his territory, markets, customer preferences and possibilities for new products, he never can accomplish the best results.

More Lamb Should Be Sold

While the lamb situation throughout much of the fall and winter was unprofitable to lamb feeders, it had the advantage of furnishing the public with a large amount of quality meat at moderate prices. Fancy fed lambs moved into consumptive channels at the lowest price in years, and where this price was passed on to the ultimate consumer it encouraged lamb consumption.

Lamb always has been the least important of the three major meats, but the broad educational program conducted by the National Live Stock and Meat Board, with funds furnished by the producers, cooperated in by the packers and retail meat dealers, lamb is receiving a far wider acceptance today than ever before.

With a better knowledge of what lamb really is, a better understanding on the part of housewives of the preparation of lamb cuts and of the combination of foods to be served with lamb, and a discontinuance of the practice of selling either sheep or goat for lamb as has sometimes been done, this meat delicacy is certain to become as popular in all sections as it is in the northeastern part of the United States.

The trade is just entering the season when native lambs carrying their milk flesh are available. The meat of these lambs is delicious and delicate, and with the wider appreciation of this meat which has been gained by the consumer, the product should meet with good demand at satisfactory prices.

Practical Points for the Trade

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Overcured Bellies

An Eastern packer has some overcured bellies on hand and asks for information as to back-packing. He says:

Editor The National Provisioner:

Will you please advise whether it is possible to take dry, sugar-cured bellies and S. P. bellies which are beyond cured age, and keep them in a refrigerating room with a temperature of 14 to 20 degs.

If they are put in pickle will it make any difference if this pickle freezes?

The inquirer asks if these overcured bellies could be held at 14 to 20 degs. This can be done and the curing process will be greatly slowed up, especially at the lower temperature. Twenty degrees is a little high. At any temperature above 15 degs. the rate of curing is likely to increase.

The best way to back-pack product is to pull it about 5 days before it is fully cured and put it in a very mild pickle, some packers using a pickle as weak as 25 degs., and then into the freezer. Although very little curing takes place in this pickle at the low temperature, there is no way to avoid some additional curing.

Hams or bellies back-packed may be held for six months or more. Of course, the longer they are held the less desirable the product. It is all right, but is salty and not of the same high quality as newly cured product, or cured product which has been frozen green.

In the case of the overcured dry cure bellies, it might be best to move these into trade channels as fast as possible. It is not usually advisable to try to sell this overcured product to the same class of trade or under the same brand name as the strictly fresh cure.

After the trade has learned to expect a certain quality of product and something not quite so good is offered, it is likely to affect demand adversely. For this reason, it is suggested that back-packed or overcured product be not included in the best brands.

If the pickle on back-packed product freezes, this will make no difference.

PRINTING TRANSPARENT WRAPS.

Printing of the government inspection legend on transparent wrappers of meats and meat products must hereafter be on an opaque background of uniform color in sharp contrast to that of the legend, so the latter will stand out plainly.

This instruction has recently been issued by the U. S. Bureau of Animal Industry, the full text of the notice

being reproduced here as follows:

"It has been observed that the inspection legend on cellophane wrappers applied direct to meat and products, is often partially or entirely obscured owing to the fact that the products do not afford a uniform and contrasting background.

"Accordingly, on all new supplies of such wrappers the inspection legend should be printed on an opaque background of a uniform color in sharp contrast to that of the legend, and with letters of such size and style as to give this feature the prominence prescribed in the regulation.

"This does not apply to plain cellophane wrappers bearing no printed features.

"The continued use of approved wrappers which do not conform to these requirements is authorized pending submission of information with respect to the quantity on hand and the length of time estimated to exhaust the supplies.

"This information should be furnished the Washington office within 15 days following the receipt of these announcements, and should include the approval numbers and descriptions of the labeling."

Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Sausage Spoilage."

Name

Street

City

Enclosed find a 2c stamp.

Points on Green Sausage

More trouble is experienced from green sausage in the summer time than at other seasons of the year, although if the manufacture is faulty, this trouble is likely to occur at any time.

Green color immediately under the casing is frequently caused by improper handling of the casing. Other causes of green sausage are outlined by an old time sausage maker, who writes as follows:

Editor THE NATIONAL PROVISIONER:

A lot of sausagemakers have trouble with sausage turning green. This cause is general when the main ingredient, beef, has for some reason lost its binding qualities.

The whole burden lies with the beef; as a rule as it is the beef that helps to bind the less spongy meats, growing them together and holding the water added.

There are several reasons why beef chops short, is sawdust like, and fails to stick or hold together. When this happens you may look out for green sausage.

The cause of short or non-binding meats may be attributed to ignorance in handling, to overcured meats, to the inclusion of too much fat, and mixing when the meats are not cold enough.

How Meats Become Gassy.

For good sausage the meat should not be overcured. Meats are best when fresh. They should be spread out while curing. There is too much chance of their becoming gassy, when left for several days in packages that are too large in diameter, as the cold will not penetrate and the inner temperature of the meat mass remains warm, resulting in the formation of gas.

Once gas is present there is nothing to be done but to expect a green cut on the goods.

The soapy taste which such meats sometimes have is caused by the inclusion of too much tallow, such as often happens when very fat plates are used.

I would say to those who want to improve the quality of their sausage to use only lean cattle, bulls being best, as the entire carcass can be used.

Very truly yours,

LOUIS F. BUSCH.

There are two principal methods of dressing sheep. What are they, and what are their differences? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

Lard Scale Troubles

A packer in the Central West is having troubles with the scales on which he weighs lard. Because of dampness the scales do not function properly, and he wants to know how to overcome the trouble. He says:

Editor The National Provisioner:

We are looking for a good make of scale for weighing lard. We run lard into 3-lb. pails and 50-lb. tins. It is quite damp where this lard is run off, so a common scale is apt to stick. Can you recommend a good scale or automatic combination?

Trouble such as this is very apt to occur when the scale is taken out of the room and returned.

Moisture of condensation deposits on the metal part of a scale because of the difference in temperature between the metal and the moisture-laden air. If a scale is left always in the same room, the metal will have the room temperature and little condensation is apt to collect on it.

An even balance scale is generally recommended for use where there is considerable moisture, and a scale of this type serves the need very well. Dial reading scales with the operating mechanism inclosed in a moisture proof case are also available and operate quite satisfactorily in damp locations.

There are at least three automatic lard measuring devices on the market that are used quite extensively in the meat industry. They are accurate to within very close limits and when once regulated will function with little variations in weights. Packinghouse machinery manufacturers and dealers will be glad to give complete information on these machines.

Roof Tanks Wasteful

A packer who had planned the installation of a tank on the roof, in which to heat and store water, has been advised against this method and wants to know the objections. He says:

Editor The National Provisioner:

We have been planning the construction of a tank on the roof of our building. Our thought was that we could use this to heat and store hot water and save space which is needed inside the building. We have been advised against this tank. What are the objections to heating and storing water in this manner?

Tanks on the roof for heating and storing water are wasteful, often a nuisance and sometimes a source of danger.

Generally these tanks are uninsulated and often open to the weather. Therefore, loss through radiation of heat units is large. In cold weather the escaping steam condenses and freezes on the tank, roof and adjoining objects. Sometimes the increase in weight is great enough to create a dangerous situation, in which case there is an extra expense to chop away the ice.

These roof tanks generally contain water to a height of 15 or 20 ft. There is, therefore, a head against which the steam must work. This necessitates a higher pressure to force the steam into the water. Also, the area of the tank is small compared to the cubic contents, and as the steam enters through a perforated header at the bottom, the rate of heating is slow. And when demands for hot water are heavy, as they frequently are in the meat plant, the temperature of the water in the tank may drop below that required for processing operations.

Lastly, it is almost impossible to heat water in this manner without considerable noise and some vibration, which is communicated to the building.

Tanks on the roof are an inefficient and costly method of heating water. The job can be done easier, cheaper and more satisfactorily with insulated, inclosed tanks within the building. These should be equipped with automatic temperature control for best results.

Curing S. P. Meats

More money is lost in poor curing than in almost any other line of meat manufacturing.

Too many curers operate on the "by guess and by gosh" plan—and then wonder what's the matter with their meats!

In the old days the best curing formulas were kept under lock and key, and there was supposed to be some mysterious power in them.

Today the best curers all know the best methods, and there are no secret formulas. The secret is in the intelligent use of standard formulas.

Standard formulas and full directions for curing sweet pickle meats have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by 2-cent stamp:

The National Provisioner:
Old Colony Bldg., Chicago, Ill.

Please send me copy of formula and directions for "Curing S. P. Meats."

Name

Street

City

Brands & Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

TRADE MARK APPLICATIONS.

International Products Corporation, New York City. For cooked meats, specifically canned tongue. Trade Mark: CON-I-SUR. Claims use since January 20, 1930. Application serial No. 295,374.

International Products Corporation, New York City. For cooked meats, specifically canned corned beef. Trade Mark: BEEFEATER. Claims use since January 20, 1930. Application serial No. 295,375.



Great Falls Meat Co., Great Falls, Mont. For lard. Trade mark: A scroll and leaf with the words MONTANA LEAF BRAND. Claims use since 1914. Application serial No. 294,581.



Rath Packing Co., Waterloo, Ia. For lard and smoked picnic hams. Trade mark: EL MARRANITO. Claims use since December 1, 1926. Application serial No. 295,237.

EL MARRANITO

John D. Grossman, doing business as the Narragansett Grocery Co., Providence, R. I. For dried beef, canned mincemeat and canned corned beef. Trade mark: Q. & P. SERVICE STORES. Claims use since May 20, 1929. Application serial No. 284,611.

Chain Meat Stores

News and Views in This New Field
of Meat Distribution.

CHAIN SALES INCREASE.

Gross sales of 20 of the leading chain store systems, of all kinds, for April, indicate that the loss reported in March sales was offset in April. Sales of these 20 systems for April totaled \$119,299,618, an increase of \$13,503,504 compared with April, 1929, when sales amounted to \$105,796,024. During March, 1930, sales of the same companies amounted to \$100,383,129.

BOHACK ADDS 50 STORES.

Fifty new stores have been added by the H. C. Bohack Co. during the first quarter of 1930, making the total number of grocery stores and meat markets 550. All are located in Brooklyn and on Long Island. Sales are reported to be running 15 per cent ahead of those of 1929 when the annual total was \$28,000,000. The company is financing its expansion entirely out of earnings.

CHAIN STORE NOTES.

April sales of MacMarr Stores, Inc. were \$7,112,243, against \$6,804,474 in April, 1929. Sales for the first four months of 1930 total \$28,680,688, compared with \$26,251,062 in the same months of 1929.

Southern Grocery Stores report sales of \$1,636,215 for the five weeks ended May 3, compared with \$1,535,679 in the corresponding 1929 period. Sales for the first four months of the year amounted to \$5,941,315, against \$5,009,679 in the same period of 1929.

Sales of the Kroger Grocery & Baking Co. for the five weeks ended May 3 total \$26,075,411, compared with \$27,434,602 in the same period of 1929. For the 17 weeks and four days ended May 3, sales totaled \$91,802,056, compared with \$95,059,185 a year ago.

For the four weeks ended April 26, First National Stores report sales of \$8,690,927, against \$7,684,899 in the corresponding period of 1929. For the 17 weeks ended April 26, sales were \$36,408,183, compared with \$28,065,208 in the same period of the previous year, a gain of 29.7 per cent.

Nathan Strauss, Inc., reports for April gross sales of \$789,175, compared with \$612,490 in April, 1929, an increase of 28.8 per cent. For the four months ended on April 30, gross sales were \$3,050,413, compared with \$2,426,360 in the corresponding period of 1929, an increase of 25.7 per cent.

Sales of the Safeway Stores for April amounted to \$18,325,008, compared with \$16,668,503 in April, 1929. Gross sales since the first of January total \$73,280,372, compared with \$64,545,139 last year. The latter reflect sales of companies acquired subsequent to April, 1929.

Organization of a voluntary chain among negro grocers was started at a meeting held in New York recently under the auspices of the Colored Merchants Association. A. L. Holsey, secretary of the National Business League,

reported that 253 stores are ready to enter the voluntary chain if a satisfactory organization can be worked out.

The American Stores Co. reports for the five weeks ended on May 3, sales of \$14,090,912, compared with \$13,525,671 in the corresponding period of 1929, an increase of \$565,241 or 4.1 per cent. In the period from Jan. 1 to May 3, sales were \$49,660,332, compared with \$49,042,021 in the corresponding period of 1929, an increase of \$618,311 or 1.2 per cent.

Sales of the Great Atlantic & Pacific Tea Co. for the four-week period ending April 26 totaled \$86,137,806 against \$77,324,008 for the corresponding period of 1929, a gain of 11.4 per cent. Total sales from September 1, 1929, to April 30, 1930, amount to \$712,720,976 compared with \$644,385,318 for the same period a year earlier. The company has just opened a store in Los Angeles, which marks its initial appearance on the Pacific Coast.

Net income of the National Tea Company for the quarter ended March 31, amounted to \$470,552 before federal taxes. This is after giving effect to certain interest eliminations and after adjustments due to lower commodity prices. The earnings for the quarter just ended show a sharp decline from those of the same period in 1929, when earnings amounted to \$809,554. Net sales for the first three months of 1930 were \$21,786,614 compared with \$22,546,487 a year ago. The company now operates 1,635 stores compared with 1,627 at the end of 1929.

NOTES OF "NEW COMPETITION."

Approval of the merger of Kraft-Phenix with National Dairy Products Corporation has been given by the stockholders of the former company. The merger terms provide for \$6,182,000 to be paid in cash for retirement of the Kraft preferred stock at \$110 a share and for the payment of \$33,264,500 of 5 1/2 per cent debentures and 665,287 common shares of National Dairy in exchange for Kraft common. National Dairy has applied to the New York Stock Exchange for permission to list the additional 5 1/2 per cent gold debentures and 678,660 additional shares no par common. J. L. Kraft, chairman of the board of the Kraft-Phenix corporation; A. A. Stickler, treasurer of National Dairy and Joseph Potts have been elected directors of the National Dairy Products Corporation.

A net profit of \$3,473,199 is reported by Standard Brands, Inc. for the first quarter of 1930. This is after federal taxes, minority interest, miscellaneous charges and provisions for general reserves. Included in the earnings are the operations of the German and South African subsidiaries of Royal Baking Powder Co. for the three months ended January 31. After payment of preferred and common dividends, there was a deficit of \$1,491,930 for the quarter.

Federal Bake Shops earnings for the first quarter of the year amount to \$81,860 after all charges including federal taxes. This is the equivalent of 29c a share on 216,000 no par common shares and compares with 20c a share in the first quarter of 1929 when the earnings were \$63,081.

PACKERS' PRIZE IDEA CONTEST.

Entries for the Institute Prize Idea Awards for 1930 will be received at the offices of the Institute of American Meat Packers up to July 15, as was announced by the special committee on awards several months ago. Several ideas have been received, and attention is directed to the fact that less than two months remain in which the ideas can be entered. One thousand dollars will be distributed at the annual convention of the Institute in October, 1930, to the men who have presented the best ideas.

Every entrant must submit a brief which describes his process or idea in a thorough and concise manner. The description should be complete enough so that the judges, who are packing-house engineers, can grasp easily the operating details of the idea or invention. Sketches, blue prints, models, photographs or other matter illustrating the idea should accompany the entry. If the idea has been used, evidence of its practicability will be of value to the judges.

The achievement or idea may be anything which has to do with the operating departments of meat packing establishments. It may be in the form of an original process, or an improvement of a process now being used in the packing industry. An alteration of machinery being used in some other industry, making it possible to use the machinery in the processing of meat, will also be allowed as an entry.

Entries which received the awards in 1929 included a process whereby the time required to cure sheep casings was materially reduced; a wire basket for smoking meats, replacing the present comb hangers; a machine for accurately measuring casings; a sausage hasher bowl and worm so designed as to increase the capacity of a hasher and at the same time reduce the dangers connected with the use of former types, and a loin pulling knife with sanitary and easily adjustable handles.

The sum of \$1,000 will be given for the best ideas submitted. This will be divided as the committee on awards sees fit. The recipient of the first award receives a replica of the Charles E. Herrick silver cup as well as the cash award. He also has his name engraved on the original Herrick cup, which is being circulated at the present time among the companies whose employees have won the first awards in previous contests.

NEW CALIFORNIA CHAIN.

Organization of Continental Chain Stores in California took place recently, starting with 215 stores. The combination includes some Western Dairy Products interests and Daley's of Los Angeles and Pasadena and Humpty Dumpty and Sunshine stores of other Southern California cities. James Fitzsimmons is the general manager of the new organization.

A Page for the Packer Salesman

Just Plain Hard Work

Is Salesman's Best Insurance Against Loss of Business

Meat merchandising methods are changing. They are becoming more efficient. Many in the industry feel that the evolution has just started and that eventually methods of marketing meat plant merchandise will be as efficient as the methods that produce it.

Meat salesmen are links in the merchandising chain, and it is unlikely that the changing methods will pass them by unaffected. Some salesmen have sensed these changing conditions and have wondered how they will fit into the new scheme of things.

In the following letter a salesman gives his ideas on this subject.

Editor THE NATIONAL PROVISIONER:

In a letter published recently on the Salesman's Page of THE NATIONAL PROVISIONER a meat salesman asks what part the salesman will play in meat merchandising in the future.

There seems to be no question but that the meat industry is entering an era in which merchandising will play a more important part than it has heretofore.

Of importance to the meat salesman, of course, is the part he will play. He is and may always be an important cog in the wheel, and if general meat merchandising is improved, then he must improve in proportion. That seems certain.

The question is—How can he do this?

Selling May Be Specialized.

This is hardly answerable at this time, it seems to me. What he must do to be saved will depend in large measure on the general course meat merchandising will take. If the salesman is not careful to watch developments and trends, he may awake some morning to find that he is considerably behind the times; that more alert and aggressive salesmen have placed themselves in positions in his territory from which it will be difficult, if not impossible, to dislodge them.

The thing for the salesman to do, it seems to me, is to keep informed. Wrapping and packaging have made it possible for us to take a long step toward the goal of better merchandising. The competition of the chains has made us realize better that we must keep on our toes. The advent of



MAKES GOOD AS MEAT SALESMAN.

Women have invaded many of the professions and some of the trades and are making good in them. But, as far as THE NATIONAL PROVISIONER has learned, there is only one woman selling meat plant merchandise. She is Miss Georgia Johnston, Washington Court House, Ohio. She sells for the Keeler Packing Co., and each week travels between 700 and 800 miles by automobile to cover her territory. On several occasions she has oversold the production of the plant. Handling good products and applying real salesmanship to the job Miss Johnston has convinced other meat salesmen in the territory that she is a most formidable competitor.

wrapped and packaged quickly-frozen meats will introduce new factors that will affect our work. The salesman should endeavor to learn how these things and other conditions can be turned to account. It is unwise for him to ignore any new factors that exert an influence one way or the other on selling.

And it is not impossible that plant selling policies will be changed in many instances. Recently a man from another firm told me that his company is considering making every salesman a specialist. Some will sell some products; others will handle different merchandise. The idea is that if a salesman specializes he will become more proficient, and that his sales will be larger because he will devote all of his efforts to a few products rather than to a large number. The salesman selling a full line might find such specialty salesmen rather stiff competition.

Good Salesmanship Needed.

Recently I listened to a discussion among a number of meat salesmen of the changing trend in meat merchan-

dising and the part the salesman will have. The interesting thing was that none of the men present voiced any fears as to how they might be affected.

The general impression was that greater opportunities will be created for the man who has the foresight and ability to adapt himself to the situation. The man who can not or will not do this will be up against it, it was thought.

And it is significant that all of these salesmen agreed that the thing to do now is to get one's territory in the best possible shape and to keep it so. The salesman, they thought, who has good products, is helpful to his customers, renders good service, and makes and keeps friends is the one who will be least affected by any new conditions that may arise.

Yours very truly,

PACKER SALESMAN.

CASHING IN ON ADVERTISING.

Watch your firm's advertising. Do not hesitate to let your customers know that the company is doing publicity work that is helpful to them and that they can profitably use.

If your advertising department does not keep you informed of its schedules ask if it will not do this. When ads of importance are to be published, tell retailers the dates on which these ads will appear, and advise them how they can cash in by tying up their local advertising with them.

Your firm, no doubt, also issues folders, store cards, material for window trims and other matter designed to stimulate sales and create consumer good-will and demand. These will never serve these purposes if they are not used. And the more of them that are used the more sales you will make and the easier you will make them.

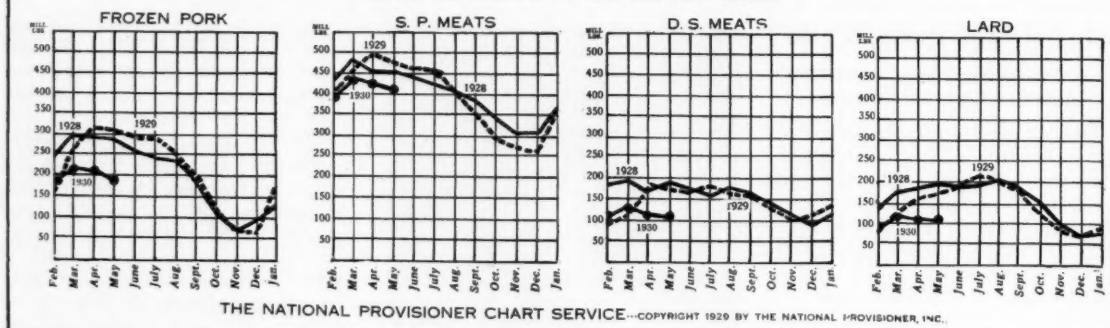
Some salesmen dislike to talk the use of these sales helps. Often these salesmen have a wrong idea of the purpose of this material. When it is used it helps the packer, of course, but it creates sales and more profits for the retailer as well.

KNOW YOURSELF.

Keeping his psychology right is of great aid to the meat salesman who aspires to good work. One of the important things is not to play up virtues too strongly and neglect defects. Everyone should know his defects and keep firm control over them. The virtues will take care of themselves.

STORAGE STOCKS OF PORK AND LARD

IN THE UNITED STATES—U. S. GOVERNMENT REPORT



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of accumulations of pork meats and lard during the first quarter of 1930 compared with similar periods in 1929 and 1928.

The storage stocks of all meats and of lard are well under those of one and two years ago. Meats went into the freezer and into cure in considerably smaller quantities during April, 1930, than in the same month a year ago, due in large measure to the smaller hog runs. There was a good distributive business on some kinds of product.

Frozen Pork.—These stocks have shown a slight decline in the past two months, during what is normally a period of accumulation. Freezer stocks are 95,000,000 lbs. under those on May 1, 1929. Both loins and bellies have had considerable influence on this decline. In addition to a somewhat limited production, the outlet for loins has been good and the price level has held remarkably well, although it has not been high enough to compare favorably with the price of hogs. This is due in a measure to the fact that loin prices have not received sufficient price support from other major hog products. There has been good buying of frozen seedless bellies and frozen boneless butts have moved well at firm prices. The quantity of pork sent to the freezer during April totaled 42,671,000 lbs., 12,558,000 lbs. less than in April, 1929.

S. P. Meats.—Pickled pork stocks are more than 40,000,000 lbs. under those of a year ago, and nearly 25,000,000 lbs. under the five-year average on May 1. The total amount of pork going into pickle during the month was 158,045,000 lbs., approximately 8,000,000 lbs. less than in April a year ago. The decline is principally on the light and medium averages of hams, for which there has been a good outlet in both the domestic and foreign trade. Stocks of the heavier averages for boiling purposes have not been burdensome, but lack of demand when the hams reached cured age—at which time it is important that they be used—has been a depressing factor. Less costly meats have appeared to have an undermining influence on the boiled ham trade.

D. S. Meats.—Stocks of dry salt meats are the lowest in years, being practically 75,000,000 lbs. under those of a year ago, and 44,000,000 lbs. under the five-year average on May 1. De-

spite the low stocks and the small amount of meat going into storage, prices have been weak, and it is not unusual to trace sales daily which have been made at a sharp discount under Board of Trade closing prices. During April there was placed in dry salt cure 55,626,000 lbs. of meat compared with 64,071,000 lbs. during April last year.

Lard.—Lard stocks are 80,000,000 lbs. under those of a year ago, and more than 37,000,000 under the five-year average on May 1. This strong storage position would seem to place lard in a good price situation, but this

has not been the case. The European lard market has not been good and there is little promise of early improvement. In spite of the fact that a ban has been placed on "Dutch" lard which has reduced the demand for white grease, there has been little increase in the outlet for pure lard. It would seem that products of vegetable oils are offering lard sharp competition abroad as has been the case in the domestic market. The lard market abroad appears to be presenting for solution a problem as difficult as that prevailing in the domestic market.

Hog Costs Higher Than Product Values

No new strengthening feature has entered the market for pork products, and hogs continue to cut out at a loss although this is somewhat less than was shown a week ago.

Product prices are quoted on something of a nominal price, although more firmness is evident and there has been activity in first one product and then another. The week has witnessed some weakness in dry salt meats although there has been a strong sentiment in the market for heavy hogs.

Hog supplies have been heavier than those of a week ago and considerably above those of the same week a year ago.

Live hog costs are still too high in relation to product prices, lard being a depressing factor in the cut-out value of all averages, loose lard being quoted on the Board of Trade at 10c

under the average price of live hogs at Chicago.

The short form hog test as of Thursday, May 15, indicates a cutting loss per head ranging from a low of \$1.50 on the lightest averages to a high of \$2.70 on hogs ranging in weight from 275 to 300 lbs.

This test is worked out on the basis of live hog prices at Chicago and product prices as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE of May 15.

Average yields based on packer dress, and average costs and credits are used. All of these will vary in the different plants, depending on overhead, style of dress and offal credits.

Tests should be made by each packer as to costs and yields and these used in working out the hog test as applicable to his particular conditions.

The results on four averages of hogs, on May 15, are as follows:

| | 160 to 180 lbs. | 180 to 220 lbs. | 225 to 250 lbs. | 275 to 300 lbs. |
|--|--------------------|--------------------|--------------------|--------------------|
| Regular hams | \$ 2.46 | \$ 2.37 | \$ 2.33 | \$ 2.26 |
| Picnics | .70 | .66 | .64 | .60 |
| Boston butts | .71 | .71 | .71 | .71 |
| Pork loins | 2.00 | 1.89 | 1.80 | 1.71 |
| Bellies | 1.98 | 1.88 | .94 | .87 |
| Bellies (D. S.) | .. | .. | .96 | 1.30 |
| Plates and jowls (D. S.) | .14 | .16 | .16 | .20 |
| Raw leaf | .17 | .19 | .20 | .19 |
| P. S. lard (rend. wt.) | 1.18 | 1.37 | 1.13 | 1.09 |
| Spare ribs | .13 | .12 | .12 | .12 |
| Rough feet | .17 | .17 | .17 | .17 |
| Lean trimmings | .03 | .03 | .03 | .03 |
| Tails | .02 | .01 | .01 | .01 |
| Neck bones | .04 | .03 | .03 | .03 |
| Total cutting value | \$ 9.73 | \$ 9.50 | \$ 9.31 | \$ 9.30 |
| Total cutting yield | 65.50% | 66.75% | 69.00% | 71.00% |
| Live cost, 100 lbs. | \$10.30 | \$10.25 | \$10.10 | \$10.10 |
| Crediting edible and inedible killing offal to the above total cutting yield and deducting from this the live cost of hogs plus all expenses, the following results are shown: | | | | |
| Loss per cwt. | \$.88 | \$.90 | \$.98 | \$.94 |
| Loss per hog | 1.50 | 1.80 | 2.33 | 2.70 |

Provision and Lard Markets

WEEKLY REVIEW

Trade Moderate—Prices Steadier—Hogs Holding—Hog Run Fair—Domestic Distribution Satisfactory—Exports Lighter—Stocks Comparatively Small.

The situation in the market for hog products the past week was without particular change, with the exception that the lard market displayed more stubbornness to selling pressure. Commission house trade, however, was on both sides, but there was less disposition amongst professionals to press the market on declines. The rallies, however, again failed to hold, but it was evident that there was more of a disposition to go slow and size up the future outlook of the market.

A rather steady hog market, together with a moderate run of hogs and expectation that no excessive run of hogs are in prospect for the next few weeks, served to encourage some profit taking and speculative buying. The demand was not broad enough to bring about any particular upturns, but at least it was sufficient to offset weakness in the grain markets. Complaints of a slow foreign lard demand were offset somewhat by continued good domestic distribution and comparatively small stocks.

The fact that the corn-hog ratio continues favorable to the feeder was construed as a little bullish for the immediate future, although some argued that this would most likely increase breeding and ultimately prove a bearish influence. The average weight of hogs received at Chicago last week were 234 lbs., against 232 lbs. the previous week, 241 lbs. a year ago and 232 lbs. two years ago. The average price of hogs at Chicago at the beginning of this week was 10.10c, compared with 10.10c a week ago, 11c a year ago and 9.75c two years ago.

Lard Stocks Smaller.

Cold storage holdings of lard on May 1 were officially placed at 104,881,000 lbs., compared with 184,748,000 lbs. a year ago and a 5-year May 1 average of 141,462,000 lbs. The cold storage holdings of meats were 881,005,000 lbs., against 1,085,119,000 lbs. on May 1 last year and a 5-year May 1 average of 954,323,000 lbs.

Stocks of frozen beef were 57,212,000 lbs., against 51,442,000 lbs. last year; frozen pork, 189,985,000 lbs., against 285,110,000 lbs.; frozen lamb and mutton, 5,191,000 lbs., against 2,533,000 lbs.; cured beef, 13,362,000 lbs., against 9,924,000 lbs.; in process of cure, 9,800,000 lbs., against 9,348,000 lbs.; cured dry salt pork, 57,889,000 lbs., against 102,824,000 lbs.; in process of cure, 53,050,000 lbs., against 82,756,000 lbs.; cured pickled pork, 186,431,000 lbs., against 202,107,000 lbs.; in process of cure, 225,042,000 lbs., against 250,761,000 lbs. on May 1 last year.

The May 1 condition of ranges was officially placed at 89 per cent, against 85 per cent the previous month, 84 per

cent last year and a 5-year average of 87.4 per cent. The May condition of cattle was 87 per cent, against 85 per cent the previous month, 87 per cent a year ago, and a 5-year average of 88.7 per cent. The May 1 condition of sheep, 91 per cent, previous month, 89 per cent, year ago, 86 per cent and a 5-year average of 92.2 per cent.

Lard Exports Drop.

Exports of lard for the week ended May 3 were officially placed at 10,246,000 lbs., against 15,283,000 lbs. last year. Total exports, January 1 to May 3, were 258,792,000 lbs., against 293,419,000 lbs. the same time a year ago.

Exports of hams and shoulders, including Wiltshires, for the week were 1,868,000 lbs., against 2,470,000 lbs. last year; bacon, including Cumberlands, 3,035,000 lbs., against 4,611,000 lbs. last year; and pickled pork, 262,000 lbs. against 417,000 lbs.

The exports of bacon, including Cumberlands, for the year to date were 55,788,000 lbs., against 49,676,000 lbs. last year.

PORK—The market in the East was dull and steady. Mess at New York was quoted at \$32.00; family, \$34.50; fat backs, \$22.50@26.00.

LARD—Domestic demand was fair, buy foreign interest quiet and the market about steady. At New York, prime western was quoted at \$10.90@10.95; middle western, \$10.80@10.90; city, 10%; refined continent, 10%; South America, 11c; Brazil kegs, 12c; compound, car lots, 10%; smaller lots, 11c.

At Chicago, regular lard in round lots was quoted at May price; loose lard, 85c under May; leaf lard, \$1.02½ under May.

BEEF—Demand was fair in the East and the market firm, with mess, New York, quoted at \$25.00; packet, \$25.00@26.00; family, \$26.50@27.50; extra India mess, \$42.00@44.00; No. 1 canned corned beef, \$3.10; No. 2, \$5.50; 6 lbs. South America, \$16.75; pickled tongues, \$70.00@75.00 per barrel.

See page 42 for later markets.

Look for Small Hog Runs and Weak Export Trade in Last Half of Year

Reduced hog marketings will continue during the coming six months, predicts the U. S. Department of Agriculture. The export outlet for pork meats so far as the United Kingdom is concerned is less promising, while little change during the next six months is looked for in Continental markets.

The lard situation it believes to be generally less favorable throughout Europe.

The department's views on the world situation in hogs and pork are in part as follows:

As the second half of the current hog marketing year gets under way, the following points are thought to be outstanding in the world pork situation:

The Situation at a Glance.

1. Hog marketings in the United States continue below last year with little prospect of increasing much before 1931.

2. Hog marketings in Europe are above last year's levels, with definite signs of further increases during the second half of the 1929-30 season and into 1931.

3. Hog prices in both the United States and Europe have a downward tendency with feed prices relatively weaker than hogs.

4. Both domestic and foreign demand are somewhat under that of a year ago.

The immediate effect upon the foreign markets for American cured pork

appears to be less favorable in the United Kingdom, with Continental markets showing little change for the next 6 months.

Lard Outlook Unfavorable.

In lard the situation appears to be generally less favorable throughout Europe. These unfavorable phases of the foreign situation, however, tend to be offset somewhat by the prospect of continued reduced American hog marketings during the next half-year.

The reduction in United States slaughter supplies indicated in February for the period October 1 to March 31 has been manifest, and the rather weak price situation suggests that domestic demand has been as slow as anticipated.

In Europe the expected general increase in hog numbers has been delayed somewhat by slow developments in Germany. In Denmark and Netherlands, however, increased hog numbers are being reflected in heavier marketings of cured pork in the United Kingdom, the leading foreign market for American pork products.

So far this season, total United States exports of cured pork have been larger than last season, but the prices secured have been lower.

Prices Near Pre-War Levels.

Lard exports are smaller than last season, with exports to Germany showing the greatest decrease. Lard prices in all important markets are well below last year, and in Europe they are near pre-war levels.

World supplies do not appear burdensome but a generally poorer demand together with a lower general price level and favorably priced competitive

products have acted adversely on the price of lard.

The unusually favorable European feed situation in evidence since early in 1929 has sustained producers' interest in larger hog numbers in spite of some decline in hog prices during the past six months.

In Germany, the leading European producer outside of Russia, developments during the last half of 1930 and early in 1931 will turn largely upon the reaction of producers to prices of hogs and feed now ruling.

Product Prices Point Down.

It is reported that while hog prices in the next few months may be expected to go below last year's levels, developments to date indicate a less marked decline than was formerly anticipated, at least until well into the winter of 1930-31. The current weakness in German hog prices has been accompanied by marketings smaller than those of last season.

In Denmark, where increased hog production has been noticeable for the past six months, prices of pork products have been fairly well maintained, in spite of larger exports to British markets.

The United States is the only other important source of British cured pork supplies to send larger quantities this year. Reduced domestic British output and smaller receipts so far from Continental countries other than Denmark have tended to sustain the prices secured by Danish producers.

It is anticipated, however, that when supplies from the Netherlands increase later this year, British market prices will be forced to materially lower levels.

CHICAGO MID-MONTH STOCKS.

Stocks of provisions in Chicago at the close of business on May 14, 1930:

| | May 14, '30. | Apr. 30, '30. | May 14, '29. |
|--|-----------------|------------------|-----------------|
| Meat pork, new, made since Oct. 1, '29, bris. | 308 | 89 | 603 |
| P. S. lard, made since Oct. 1, '29, lbs. | 37,155,588 | 35,874,135 | 82,601,353 |
| P. S. lard, made Oct. 1, '28 to Oct. 1, '29, lbs. | 1,206,447 | 1,232,447 | 447,000 |
| Other kinds of lard, lbs. | 7,177,231 | 7,037,281 | 10,675,367 |
| Short rib sides, made since Oct. 1, '29, lbs. | | | 633,959 |
| D. S. clear bellies, made since Oct. 1, '29, lbs. | 9,485,598 | 10,126,949 | 30,762,294 |
| D. S. clear bellies, made previous to Oct. 1, '29, lbs. | | 18,000 | 151,320 |
| D. S. rib bellies, made since Oct. 1, '29, lbs. | 1,414,100 | 1,028,755 | 3,363,736 |
| Extra short clear sides, made since Oct. 1, '29, lbs. | 58,130 | 86,667 | 287,262 |

Mack Trucks, Inc., report net income for the quarter ended March 31 of \$490,709. This was after federal taxes and is equal to 64c a share on 763,320 no par shares.

PORK AND LARD PRICES.

Average wholesale prices of fresh and cured pork products, lard and compound at Chicago and New York for April, 1930, with comparisons, are figured by the Chicago office of the U. S. Bureau of Agricultural Economics:

| FRESH PORK CUTS. | | | |
|---|------------|---------------|------------|
| — Chicago. — | | — New York. — | |
| | Apr. 1930. | Apr. 1929. | Apr. 1929. |
| Loins. | | | |
| 8-10 lb. av. | \$22.77 | \$25.46 | \$24.02 |
| 10-12 lb. av. | 21.80 | 24.20 | 22.98 |
| 12-15 lb. av. | 20.79 | 22.41 | 21.04 |
| 16-22 lb. av. | 18.58 | 19.98 | 19.20 |
| Shoulders, N. Y. Style, Skinned, No. 1. | | | |
| 8-12 lb. av. | 16.05 | 17.04 | 17.68 |
| CURED PORK CUTS, LARD AND LARD SUBSTITUTES. | | | |
| Hams, Smoked, Regular, No. 1. | | | |
| 8-10 lb. av. | 25.05 | 27.12 | 27.24 |
| 10-12 lb. av. | 24.30 | 26.25 | 26.24 |
| 12-14 lb. av. | 24.30 | 25.75 | 25.24 |
| 14-16 lb. av. | 24.30 | 25.75 | 24.74 |
| Hams, Smoked, Regular, No. 2. | | | |
| 8-10 lb. av. | 22.60 | 26.75 | 24.12 |
| 10-12 lb. av. | 22.60 | 25.00 | 23.12 |
| 12-14 lb. av. | 22.08 | 24.25 | 22.74 |
| 14-16 lb. av. | 22.08 | 24.25 | 21.74 |
| Hams, Smoked, Skinned, No. 1. | | | |
| 16-18 lb. av. | 25.55 | 28.00 | 26.00 |
| 18-20 lb. av. | 25.25 | 28.00 | 25.50 |
| Hams, Smoked, Skinned, No. 2. | | | |
| 16-18 lb. av. | 23.80 | 25.50 | 24.00 |
| 18-20 lb. av. | 23.50 | 25.50 | 23.50 |
| Bacon, Smoked, No. 1 (Dry Cure). | | | |
| 6-8 lb. av. | 28.50 | 30.38 | 29.75 |
| 8-10 lb. av. | 27.70 | 29.38 | 28.50 |
| Bacon, Smoked, No. 1 (S. P. Cure). | | | |
| 8-10 lb. av. | 24.50 | 24.00 | 22.12 |
| 10-12 lb. av. | 23.30 | 23.50 | 21.12 |
| Pics, Smoked, No. 1. | | | |
| 4-8 lb. av. | 16.75 | 17.62 | 17.70 |
| Fat Backs, D. S. Cured, No. 1. | | | |
| 12-14 lb. av. | 11.80 | 13.12 | 12.90 |
| Lard, Ref. Hard | | | |
| wood Tubs. | 11.65 | 13.25 | 12.25 |
| Lard, Ref. 1 lb. | | | |
| Cartons | 13.40 | | 14.00 |
| Lard, Substitute | | | |
| Hardwood | | | |
| Tubs | 11.05 | 12.88 | 11.50 |

MEAT AND LARD STOCKS.

Stocks of meat and lard on hand in the United States on May 1, 1930, with comparisons, as reported by the U. S. Bureau of Agricultural Economics:

| | May 1, '30.* | Apr. 1, '30. | 5-yr. av. |
|--------------------------------|--------------|--------------|-------------|
| | Lbs. | Lbs. | May 1-lbs. |
| Beef, frozen. | 57,212,000 | 64,148,000 | 43,810,000 |
| Cured | 13,362,000 | 13,674,000 | 13,145,000 |
| In cure | 9,800,000 | 10,625,000 | 10,252,000 |
| Pork, frozen. | 189,985,000 | 206,417,000 | 224,497,000 |
| D.S. cured. | 57,889,000 | 60,383,000 | 54,382,000 |
| D.S. in cure | 53,050,000 | 55,270,000 | 70,586,000 |
| S.P. cured. | 186,431,000 | 185,441,000 | 197,708,000 |
| S.P. in cure | 225,042,000 | 245,485,000 | 237,333,000 |
| Lamb and mut- | | | |
| ton, frozen. | 5,191,000 | 5,174,000 | 2,123,000 |
| Meats, misc. | 83,043,000 | 85,868,000 | 70,507,000 |
| Lard | 104,881,000 | 105,067,000 | 141,462,000 |
| Product placed in cure during: | | | |
| | Apr., 1930. | Apr., 1929. | |
| Pork, frozen. | 42,671,000 | 55,229,000 | |
| D.S. pork placed in cure. | 55,629,000 | 64,071,000 | |
| S.P. pork placed in cure. | 158,045,000 | 165,965,000 | |

*These holdings include stocks in both cold storage warehouses and packing plants.

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended May 10, 1930, amounted to 6,145 metric tons, compared with 5,175 metric tons for the same period of 1929.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended May 10, 1930:

| HAMS AND SHOULDERS, INCLUDING WILTSHIRES. | | | |
|---|--------------------------|-----------|--------------------|
| | Week ended— | | Jan. 1, '30 to May |
| | May 1930. | May 1929. | May 1930. |
| | M lbs. | M lbs. | M lbs. |
| Total | 1,803 | 1,337 | 1,808 |
| To Belgium. | 5 | | 675 |
| United Kingdom. | 1,600 | 1,224 | 30,095 |
| Other Europe. | 58 | | 871 |
| Cuba | 14 | 21 | 1,773 |
| Other countries. | 126 | 92 | 137 |
| BACON, INCLUDING CUMBERLANDS. | | | |
| Total | 2,157 | 2,992 | 3,035 |
| To Germany. | 28 | 152 | 3,691 |
| United Kingdom. | 1,894 | 2,256 | 2,617 |
| Other Europe. | 185 | | 212 |
| Cuba | 15 | 31 | 2,925 |
| Other countries. | 35 | 95 | 143 |
| LARD. | | | |
| Total | 10,876 | 11,672 | 10,246 |
| To Germany. | 2,309 | 1,720 | 36,283 |
| Netherlands | 558 | 831 | 334 |
| United Kingdom. | 4,572 | 4,495 | 3,813 |
| Other Europe. | 281 | 1,956 | 965 |
| Cuba | 1,265 | 1,681 | 1,402 |
| Other countries. | 831 | 984 | 1,000 |
| PICKLED PORK. | | | |
| Total | 280 | 213 | 262 |
| To United Kingdom. | 6 | 5 | 1,033 |
| Other Europe. | 74 | 5 | 10 |
| Canada | 104 | 197 | 204 |
| Other countries. | 96 | 6 | 40 |
| TOTAL EXPORTS BY PORTS. | | | |
| | Week ended May 10, 1930. | | |
| | Hams and shoulders. | Bacon. | Pickled pork. |
| | M lbs. | M lbs. | M lbs. |
| Total | 1,803 | 2,157 | 10,876 |
| Boston | | 21 | 425 |
| Detroit | 920 | 423 | 1,188 |
| Port Huron | 508 | 83 | 1,063 |
| Key West | | | 809 |
| New Orleans | 38 | 18 | 1,271 |
| New York | 273 | 1,612 | 6,123 |
| Philadelphia | | | 112 |

DESTINATION OF EXPORTS.

| | Hams and shoulders. | Bacon. |
|-----------------------------|---------------------|--------|
| | M lbs. | M lbs. |
| Exported to: | | |
| United Kingdom (Total) | 1,600 | 1,894 |
| Liverpool | 759 | 1,146 |
| London | 498 | 303 |
| Manchester | 12 | |
| Glasgow | 6 | 337 |
| Other United Kingdom | 355 | 306 |
| Exported to: | | |
| | Lard. | M lbs. |
| Germany (Total) | 2,309 | |
| Hamburg | 2,158 | |
| Other Germany | 211 | |

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at New York for the week ended May 9, 1930, according to the U. S. Bureau of Agricultural Economics:

| Point of origin. | Commodity. | Amount. |
|------------------------------------|------------|--------------|
| Argentina—Canned corned beef. | | 342,000 lbs. |
| Brazil—Canned corned beef. | | 45,000 lbs. |
| Canada—Veal carcasses | | 2,013 |
| Canada—Pork cuts | | 50 lbs. |
| Canada—Calf livers | | 3,008 lbs. |
| Canada—Bacon | | 945 lbs. |
| France—Potted meats | | 290 lbs. |
| Germany—Bouillon cubes | | 3,200 lbs. |
| Germany—Hams | | 850 lbs. |
| Germany—Sausage | | 1,255 lbs. |
| Holland—Sausage | | 680 lbs. |
| Holland—Hams | | 2,992 lbs. |
| Holland—Bacon | | 126 lbs. |
| Italy—Sausage | | 1,270 lbs. |
| Uruguay—Canned corned beef. | | 332,000 lbs. |

THE STEDMAN LINE

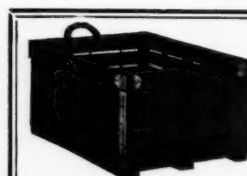
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FOUNDED 1834

AURORA, INDIANA, U.S.A.



When you think of
BASKETS

THINK OF

Best, Lightest, Strongest

A. Backus, Jr. & Sons

Dept. N., DETROIT, MICH.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—The developments in the tallow market the past week were a quieter trade and a continuance of a barely steady undertone. There were intimations of some business in extra at New York at 6½¢ delivered, which is equal to 6¢ f.o.b., unchanged from the previous sale. The turnover was not important in volume.

Some of the largest soapers, it was said, are displaying little or no buying interest in tallow or other soapers' materials. Others were interested at concessions, but buyers are pretty well stocked up with supplies, and although the producer is in a fairly comfortable position, there was little or nothing new in the situation to bring about any general demand. However, there is an increasing evidence of a tendency to feel that tallow is extremely reasonable, and that the market is scraping bottom.

Good buying interest in the better grades has helped the general tallow situation somewhat, and reports indicate that a fair business has passed recently in better tallow, with offerings of the latter small. There was further talk of a good export business in tallow having been accomplished. This created a friendlier feeling to the market in some quarters.

At New York, special loose was quoted at 5½¢; extra f.o.b., 6¢; edible, 7¢.

At Chicago, the market displayed a firm undertone at the prevailing levels, with buyers more friendly and offerings lighter for future shipment. At Chicago, edible was quoted at 6½¢; fancy, 6½¢; prime packer, 6½¢; No. 1, 5½¢; No. 2, 5@5½¢.

There was no London auction this week. At Liverpool, Australian tallow was unchanged with fine quoted at 38s 3d and good mixed at 33s.

STEARINE—The market was quiet and easier in the East, with oleo quoted at 8½¢. At Chicago, the market was rather slow, with oleo quoted fairly steady at 8½¢.

OLEO OIL—Demand was quiet and the market barely steady, with extra, New York, 11½@11½¢; medium, 10¼@10½¢; lower grades, 10½¢. At Chicago, demand was quiet. Extra was barely steady at 11½¢.

See page 42 for later markets.

LARD OIL—Trade was hand-to-mouth, but offerings were fair and the market barely steady. At New York, edible was quoted at 13½¢; extra winter, 11½¢; extra, 11½¢; extra No. 1, 10½¢; No. 1, 10½¢; No. 2, 10½¢.

NEATSFOOT OIL—Demand was limited and the market easy with raw materials. At New York, pure was quoted at 12½¢; extra, 11½¢; No. 1, 10½¢; cold test, 17½¢.

GREASES—The market the past week has been featured by a fair trade, particularly in yellow and house. Some business has passed in off-grades. The undertone was about steady. No particular business has been reported in superior house in the East, but sellers of the latter were not pressing offer-

ings. The unsteady position in tallow was against any particular upturns in the grease market, as was the fact that other soapers' materials displayed no particular rallying power. Some of the producers, however, appear to be in a comfortable position, and as a result there was no undue pressure on the market.

At New York, yellow and house were quoted at 5½@5½¢; superior house, 6¢; A white, 6@6½¢; B white, 5½@5½¢; choice white, 6½@7¢.

At Chicago, the market showed a firmer undertone on greases with buyers apparently more friendly, although no rallying power from the low point was in evidence. Offerings were lighter for future shipment, however. At Chicago, brown was quoted at 5@5½¢; yellow, 5½¢; B white, 5½¢; A white, 5½@5½¢; choice white, 5½¢.

By-Products Markets

Chicago, May 15, 1930.

Blood.

Blood is in fair demand. South American is easier and offered at \$3.60 c.i.f.; domestic offered at \$4.25.

| | |
|--------------------------|----------------------|
| | Unit |
| Ground and unground..... | Ammonia. \$4.00@4.25 |

Digester Feed Tankage Materials.

The market is a little easier, but stocks are not heavy. Demand for stick is good and offerings light.

| | |
|--|---------------------------|
| | Unit |
| Unground, 11½ to 12% ammonia..... | Ammonia. \$4.00@4.25 & 10 |
| Unground, 6 to 8% ammonia..... | @ 4.10 & 10 |
| Liquid stick..... | 3.50@3.75 |
| Steam bone meal, special feeding, per ton..... | 40.00@42.50 |

Fertilizer Materials.

The market in fertilizer materials continues quiet, no trading of any consequence taking place. Producers are still asking \$3.15 & 10.

| | |
|--------------------------------------|----------------|
| | Unit |
| High grd. ground, 10@11% am..... | @ 3.15 & 10 |
| Low grd. and ungr., 6-9% am..... | 3.00@3.10 & 10 |
| Hoof meal..... | 2.75@3.00 |
| Bone tankage, low grd., per ton..... | 18.00@20.00 |

Bone Meals (Fertilizer Grades).

The bone meal market is showing but little activity. Few sales are being made.

| | |
|--------------------------------|-------------|
| | Unit |
| Raw bone meal for feeding..... | \$5.00 |
| Steam, ground, 3 & 50..... | 27.00@30.00 |
| Steam, unground, 3 & 50..... | 25.00@27.00 |

Cracklings.

Demand continues good but prices have eased off a little. Some buyers have reduced their bids to 95¢.

| | |
|---|-------------|
| | Per Ton. |
| Hard pressed and exp. unground, per unit protein..... | 95¢@1.02½ |
| Soft, prod. pork, ac. grease & quality..... | 60.00@62.50 |
| Soft prod. beef, ac. grease & quality..... | 45.00@50.00 |
| Meat scrap, per unit protein..... | 95¢@1.05 |

Gelatine and Glue Stocks.

Market continues slow. Producers are not offering and buyers are showing little interest.

| | |
|--|---------------|
| | Per Ton. |
| Kip and calf stock..... | \$40.00@42.00 |
| Hide trimmings..... | 30.00@32.00 |
| Horn piths..... | 36.00@38.00 |
| Cattle jaws, skulls and knuckles..... | 30.00@32.00 |
| Sinews, pizzles..... | 30.00@33.00 |
| Pig skin scraps and trim., per lb..... | 4 @ 4½¢ |

Horns, Bones and Hoofs.

| | |
|--------------------------------|----------------|
| | Per Ton. |
| Horns, according to grade..... | \$35.00@100.00 |
| Mfg. shin bones..... | 60.00@100.00 |
| Cattle hoofs..... | 35.00@38.00 |
| Junk bones..... | 23.00@25.00 |

(Note—Forecasting prices are for mixed carloads of unsorted materials indicated above.)

Animal Hair.

There is some interest but most buyers have covered their requirement and are not in the market, as is usual at this time of the year.

| | |
|--------------------------------------|-----------|
| | Per Ton. |
| Coll and field dried..... | 14¢ @ 2 c |
| Processed, grey, summer, per lb..... | 2½¢ @ 3 c |
| Processed, grey, winter, per lb..... | 4¢ @ 4½¢ |
| Cattle switches, each*..... | 2½¢ @ 3½¢ |

* According to count.

EASTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

New York, May 15, 1930.—The local sellers are holding ground dried blood at \$3.70 per unit of ammonia, f.o.b. New York, while South American for June shipment is offered at \$3.50 per unit c.i.f. U. S. ports.

While ground tankage is being quoted at \$3.75 and 10c, New York, bids are solicited. South American ground bone tankage sold at \$3.80 and 10c c.i.f.

Cracklings, 50-55 per cent protein, sold this week at 90c New York.

The importers, after reducing the price of the regular Chilean nitrate to \$2.07, put it back to \$2.10 per 100 lbs. ex vessel Atlantic and Gulf ports.

EDIBLE GELATINE PRODUCTION.

During the first quarter of 1929 there was produced 5,270,700 lbs. of edible gelatine, according to reports made to the U. S. Department of Commerce. This compares with a production of 5,253,000 lbs. in the first quarter of 1929. Stocks on hand at the end of the first quarter amounted to 7,979,600 lbs., compared with 7,544,600 lbs. at the end of the preceding quarter and 8,570,000 lbs. at the end of the first quarter of last year.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, May 1 to May 14, 1930, totaled 10,766,289 lbs.; tallow, none; greases, 220,400 lbs.; stearine, none.

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings
Both Soft and Hard Pressed

Production, Movement and Stocks of Fats and Oils

Production of fats and oils (exclusive of refined oil and derivatives) during the three-month period ended March 31, 1930, was as follows, according to a preliminary report of the U. S. Department of Commerce:

Vegetable oils, 799,855,199 lbs.; fish oils, 18,762,497 lbs.; animal fats, 578,041,618 lbs.; and greases, 96,089,270 lbs.; a total of 1,492,748,504 lbs. Of the several kinds of fats and oils covered by this inquiry, the greatest production, 500,557,248 lbs., appears for cottonseed oil. Next in order is lard with 460,269,236 lbs.; linseed oil with 145,969,802 lbs.; tallow with 116,511,032 lbs.; coconut oil with 90,688,722 lbs., and corn oil with 28,272,262 lbs.

The production of refined oils during the period was as follows: Cottonseed, 449,577,650 lbs.; coconut, 76,800,662 lbs.; peanut, 3,033,645 lbs.; corn, 26,611,404 lbs.; soya-bean, 788,506 lbs.; and palm-kernel, 3,617,626 lbs. The quantity of crude oil used in the production of each of these refined oils is included in the figures of crude consumed.

The data for the factory production, factory consumption, imports, exports and factory and warehouse stocks of fats and oils and for the raw materials used in the production of vegetable oils for the three-month period appear in the following statements:

(In some cases, where products were made by a continuous process, the intermediate products were not reported.)

IMPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED MARCH 31, 1930.

| | Lbs. |
|--------------------------------------|------------|
| Animal oils and fats, edible..... | 86,027 |
| Whale oil..... | 10,203,502 |
| Cod oil..... | 4,796,542 |
| Cod-liver oil..... | 4,063,088 |
| Other fish oils..... | 30,860,182 |
| Tallow..... | 283,650 |
| Wool grease..... | 2,451,082 |
| Grease and oils, n.e.s. (value)..... | \$189,770 |
| Olive oil, edible..... | 21,013,427 |
| Tung oil..... | 31,181,020 |
| Cocunut oil..... | 80,682,672 |
| Sulphur oil or olive foots..... | 18,998,285 |
| Other olive oil, inedible..... | 2,056,711 |
| Palm oil..... | 52,177,657 |
| Palm-kernel oil..... | 14,185,010 |
| Sesame oil..... | 6,064,327 |
| Vegetable tallow..... | 631,646 |
| Vegetable wax..... | 508,225 |
| Cornuba wax..... | 1,796,591 |
| Peanut oil..... | 496,038 |
| Rape (colza) oil..... | 5,465,332 |
| Linseed oil..... | 1,675,558 |
| Soya-bean oil..... | 3,624,785 |
| Perilla oil..... | 3,219,643 |
| Other expressed oils..... | 629,776 |
| Glycerin, crude..... | 1,082,825 |
| Glycerin, refined..... | 318,178 |

IMPORTS OF OIL SEEDS, QUARTER ENDED MARCH 31, 1930.

| | Tons. |
|------------------------------|---------|
| Cotton seed..... | 44 |
| Castor beans..... | 8,838 |
| Copra..... | 74,601 |
| Flaxseed..... | 164,407 |
| Poppy seed..... | 642 |
| Perilla and sesame seed..... | 3,412 |
| Other oil seeds..... | 3,541 |

The Blanton Company

ST. LOUIS
Refiners of

VEGETABLE OILS

Manufacturers of

SHORTENING MARGARINE

EXPORTS OF DOMESTIC FATS AND OILS, QUARTER ENDED MARCH 31, 1930.

| | Lbs. |
|--|-------------|
| Oleo oil..... | 14,080,320 |
| Oleo stock..... | 1,733,372 |
| Tallow..... | 785,390 |
| Lard..... | 205,778,026 |
| Lard neutral..... | 4,611,321 |
| Lard compounds, containing animal fats..... | 679,018 |
| Oleo and lard stearin..... | 1,336,374 |
| Neatsfoot oil..... | 260,546 |
| Other animal oils, inedible..... | 147,709 |
| Fish oils..... | 70,227 |
| Grease stearin..... | 444,137 |
| Oleic acid, or red oil..... | 326,006 |
| Stearic acid..... | 177,757 |
| Other edible greases and fats..... | 14,143,653 |
| Cottonseed oil crude..... | 11,251,443 |
| Cottonseed oil, refined..... | 1,322,444 |
| Corn oil..... | 93,293 |
| Vegetable oil lard compounds..... | 1,521,611 |
| Other edible vegetable oils and fats..... | 174,411 |
| Cocunut oil..... | 5,884,855 |
| Linseed oil..... | 438,233 |
| Soya-bean oil..... | 1,155,349 |
| Vegetable soap stock..... | 4,482,522 |
| Other expressed oils and fats, inedible..... | 1,239,796 |
| Glycerin..... | 115,911 |

EXPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED MARCH 31, 1930.

| | Lbs. |
|---|-----------|
| Animal fats and oils, edible..... | 1,480 |
| Fish oils..... | 27,654 |
| Other animal oils and fats, inedible..... | 4,338 |
| Olive oil, edible..... | 29,243 |
| Tung oil..... | 1,462,394 |
| Cocunut oil..... | 475,574 |
| Palm and palm-kernel oil..... | 245,107 |
| Peanut oil..... | 3,588 |
| Soya-bean oil..... | 1,829 |
| Other expressed oils and fats..... | 174,626 |
| Vegetable wax..... | 235,532 |

RAW MATERIALS USED IN THE MANUFACTURE OF VEGETABLE OILS.

| | Tons of 2,000 Lbs. | Consumed | On hand |
|---------------------------|--------------------|----------|----------|
| | Jan. 1 to Mar. 31. | Mar. 31. | Mar. 31. |
| Cottonseed..... | 1,586,059 | 330,560 | 674 |
| Peanuts, hulled..... | 12,938 | 734 | 398 |
| Peanuts, in the hull..... | 8,287 | 29,577 | 700 |
| Copra..... | 71,573 | 100 | 195 |
| Cocoanuts and skins..... | 700 | 81,154 | 5,085 |
| Corn germs..... | 44,201 | 2,218 | 12,193 |
| Flaxseed..... | 223,036 | 2,586 | 2,452 |
| Castor beans..... | 17,392 | | |
| Mustard seed..... | 74 | | |
| Soya-beans..... | 12,844 | | |
| Olives..... | 2,586 | | |
| Other kinds..... | 3,283 | | |

VEGETABLE OILS.

| | Factory production for quarter ended Mar. 31, 1930. | Factory and warehouse stocks, Mar. 31, 1930. |
|---------------------------------|---|--|
| Cottonseed, crude..... | 500,557,248 | 101,921,509 |
| Cottonseed, refined..... | 449,577,650 | 535,890,768 |
| Peanut, virgin and crude..... | 12,112,350 | 1,514,717 |
| Peanut, refined..... | 3,033,645 | 4,423,037 |
| Cocunut, or copra, crude..... | 90,688,722 | 162,968,464 |
| Cocunut, or copra, refined..... | 76,800,662 | 17,092,925 |
| Corn, crude..... | 28,272,262 | 8,900,452 |
| Corn, refined..... | 26,611,404 | 12,355,193 |
| Soya-bean, crude..... | 3,234,985 | 12,636,912 |
| Soya-bean, refined..... | 785,506 | 4,053,111 |
| Olives, inedible..... | 808,995 | 5,527,996 |
| Sulphur oil or olive foots..... | 1,742,512 | 12,372,510 |
| Palm-kernel, crude..... | 379,403 | 20,884,450 |
| Palm-kernel, refined..... | 3,617,626 | 869,896 |
| Rapeseed..... | 6,141,126 | 154,831,890 |
| Linseed..... | 145,969,802 | 31,426,002 |
| Chinese wood or tung..... | 1,972,516 | |
| Chinese vegetable tallow..... | 15,583,800 | 13,380,181 |
| Palm..... | 46,300,638 | 17,226,668 |
| All other..... | 2,247,492 | |

ANIMAL FATS.

| Lard, neutral..... | 8,782,767 | 5,115,043 |
|-------------------------|-------------|-------------|
| Lard, other edible..... | 451,486,469 | 87,760,158 |
| Tallow, edible..... | 9,503,746 | 4,808,308 |
| Tallow, inedible..... | 107,067,286 | 112,944,241 |
| Neatsfoot oil..... | 1,261,350 | 1,362,284 |

GREASES.

| White..... | 19,354,108 | 11,980,572 |
|-----------------------|------------|------------|
| Yellow..... | 20,164,173 | 10,063,601 |
| Brown..... | 10,845,969 | 12,413,945 |
| None..... | 5,853,082 | 2,795,969 |
| Tankage..... | 14,509,692 | 3,641,163 |
| Garbage or house..... | 20,391,889 | 17,733,318 |
| Wool..... | 1,631,460 | 3,692,180 |
| Recovered..... | 552,865 | 826,847 |
| All other..... | 2,786,026 | 2,621,987 |

OTHER PRODUCTS.

| Lard compounds and other..... | | |
|--------------------------------|-------------|------------|
| lard substitutes..... | 270,094,093 | 22,949,372 |
| Hydrogenated oils..... | 146,764,562 | 23,639,937 |
| Stearin, vegetable..... | 4,181,725 | 2,589,314 |
| Stearin, animal, edible..... | 14,637,149 | 6,801,434 |
| Stearin, animal, inedible..... | 5,697,091 | 3,249,816 |
| Oleo oil..... | 28,415,444 | 9,102,977 |
| Lard oil..... | 3,507,748 | 4,914,566 |

| | | |
|---|------------|------------|
| Tallow oil..... | 2,580,979 | 2,246,263 |
| Fatty acids..... | 39,088,944 | 10,236,488 |
| Fatty acids, distilled..... | 12,109,446 | 3,049,896 |
| Red oil..... | 8,383,704 | 6,161,556 |
| Stearic acid..... | 6,517,885 | 4,899,240 |
| Glycerin, crude 80% basis..... | 35,889,973 | 14,617,400 |
| Glycerin, dynamite..... | 12,267,135 | 10,221,071 |
| Glycerin, chemically pure..... | 17,992,898 | 6,920,710 |
| Cottonseed foots, 80% basis..... | 84,438,153 | 64,307,352 |
| Cottonseed foots, distilled..... | 24,538,410 | 5,045,298 |
| Other vegetable oil foots..... | 14,217,230 | 2,392,037 |
| Other vegetable oil foots, distilled..... | 371,741 | 1,646,853 |
| Acidulated soap stock..... | 19,325,512 | 26,601,232 |
| Miscellaneous soap stock..... | 297,203 | 347,096 |

CHANGE SEED GRADING RULES.

Constructive changes were made in the rules regarding grading of cottonseed, and in perfecting methods of chemical analysis of seed, at the thirty-fourth annual convention of the National Cottonseed Products Association, held at New Orleans, May 12, 13 and 14.

The convention was a busy one, with large attendance. There were "no hurrah speeches or waste of time," as one official said.

The officers elected for the coming year are W. A. Sherman, South Texas Cotton Oil Co., Houston, Tex., president; T. O. Asbury, Southern Cotton Oil Co., New Orleans, La., vice-president; George H. Bennett, Dallas, Tex., secretary-treasurer; Christie Benet, Columbia, S. C., general counsel; and A. L. Ward, Dallas, Tex., educational director.

Resolutions expressing thanks to the U. S. Department of Agriculture and to G. S. Meloy of that department for work in developing methods of sampling, grading and analyzing seed were passed.

SHORTENING AND OIL PRICES.

Prices of shortening and salad and cooking oils on Thursday, May 15, 1930, based on sales made by member companies of the Shortening and Oil Division of the National Cottonseed Products Association, were as follows:

| Shortening. | Per lb. |
|---------------------------|---------|
| North and Northeast: | |
| Carlots, 26,000 lbs..... | @11% |
| 3,500 lbs. and up..... | @11 1/4 |
| Less than 3,500 lbs..... | @11 1/2 |
| Southeast: | |
| 3,500 lbs..... | @10% |
| Less than 3,500 lbs..... | @10 1/4 |
| Southwest: | |
| Carlots, 26,000 lbs..... | @10% |
| 10,000 lbs. and up..... | @10 1/4 |
| Less than 10,000 lbs..... | @11 1/4 |
| Pacific Coast: | @11 1/4 |
| Salad Oil. | |
| North and Northeast: | |
| Carlots, 26,000 lbs..... | @10% |
| 5 bbls. and up..... | @11 1/4 |
| 1 to 4 bbls..... | @11% |
| South: | |
| Carlots, 26,000 lbs..... | @10 1/4 |
| Less than carlots..... | @11 1/4 |
| Pacific Coast: | @10 1/4 |

Cooking Oil—White.

1/2 c per lb. less than salad oil.

Cooking Oil—Yellow.

1/2 c per lb. less than salad oil.

COTTONSEED PRICE HEARINGS.

Public hearings on the cottonseed price investigation being conducted by the Federal Trade Commission will begin in Washington on May 26, presided over by W. W. Sheppard of the trial examiner's staff of the commission. Practically all witnesses who will appear have been interviewed by the examiners working in the Southern states.

Vegetable Oil Markets

WEEKLY REVIEW

Market Quiet—Undertone Steady—Cash Trade Moderate—Crude Steady—Speculative Interest Light—Trade Awaiting Developments—Consumption Report Bullish—Lard Steady—New Contract Trading Begins.

A rather quiet market again featured cotton oil futures on the New York Produce Exchange the past week. Prices moved irregularly over a narrow range, and the undertone was steady. Operations again counted for little, the market proving more or less a professional affair. There was little or no change in underlying conditions, other than a surprisingly larger April consumption than the trade had anticipated.

Cash business continued rather moderate, while cotton was irregular and lard slightly steadier. The weather in the South was more favorable for the new crop, and as a result, there was little or no incentive either way. Commission house operations were mixed, with more or less evening up under way. At one time there was some buying, said to have come from the convention at New Orleans, and some buying and covering on the consumption report, but the demand quickly dried up as soon as profit taking made its appearance.

Refiners' brokers did little. This was taken as indicating that refiners are satisfied to have the market hold around the present levels for the time being. The bulges ran into moderately larger offerings, and the market gave way rather quickly when pressure developed or when the outside markets showed a tendency to weaken. This was regarded as indicating a weaker technical position in the oil market.

April Consumption Large.

The April consumption was about 318,000 bbls., compared with 291,000 bbls. the same time last year. The heavy distribution caught the trade by surprise, and led to considerable gossip that the figure probably represented some revision of the previous month.

Distribution of cotton oil for the nine months totaled 2,745,000 bbls., compared with 2,737,000 bbls. the same time last year, an increase of 8,000 bbls. for the season to date. This is a very good

showing considering the general business depression of the past six months, and indicates clearly that consumption of oil is on a sound footing, particularly as the relative cheapness of tallow and other oils throughout the season had made for a situation where the soap kettle had not figured in the cotton oil market this season. The visible stocks at the beginning of the month were 1,576,000 bbls., compared with 1,751,000 bbls. the same time last year.

The question of the possible carry-over of oil at the end of the season depends to some extent on seed receipts the balance of the season. Some argue that 300,000 tons of seed, or thereabouts, are due to arrive, while others contend that the receipts from May 1 to the end of the season will be no larger than last year, or around 116-

000 tons. Consumption the balance of the season will also cut some figure, and already the trade is talking a small May consumption, although cash handlers have been reporting a poor trade for three months past, while distribution during that period has been on a goodly scale.

Trading Under New Contracts.

The crude markets continue in a nominal position. Southeast and Valley were quoted at 7½c; Texas, unquoted. The crude market is not expected to be much of a factor until new oil is available. On May 1, the mills held 40,082,454 lbs. of crude, of which Texas held 13,329,345 lbs.; Mississippi, 7,812,759 lbs.; Oklahoma, 5,940,108 lbs.; Arkansas, 3,699,713 lbs.; Tennessee, 2,600,423 lbs.; Alabama, 2,895,567 lbs.; Georgia, 1,940,967 lbs.; South Carolina, 896,079 lbs.; North Carolina, 299,259 lbs.; California, 117,624 lbs.; Arizona, 13,074 lbs.; others, 377,686 lbs.

Deliveries on May contracts continued light. Developments in the spot month, however, were attracting very little attention. The weekly weather report mentioned dryness in parts of the belt, but during the last few days the droughty conditions over practically all of the belt, have been relieved by rather generous rainfalls. This has placed the new crop outlook in a satisfactory position, while the latest private estimates are pointing to a decrease of only 2 per cent in new cotton acreage.

Trading in the new contracts established under the Hoover Committee has begun. The contract grade is bleachable fine summer yellow. The contract calls for 60,000 lbs., and 4 points thus far are available for delivery. These are Port Ivory, N. Y.; Dallas, Tex.; Macon, Ga., and Ivorydale, O. The commission rate on the new contract for members is \$22.50 and non-members \$37.50 per contract. It is the impression of trade factors that as the new season progresses, the new contract will become more popular, and that ultimately there will be witnessed a broader trade in cotton oil futures.

Thus far the spread between the old and the new contract has been about 50 points. Under the old contracts, the first month's cost of storing oil range

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 15, 1930. — Trading is extremely dull due to the convention of the National Cottonseed Products Association, many being in attendance at New Orleans. The consumption report for April far surpassed all expectations and showed a strong statistical position of cottonseed oil. However, action of the market was disappointing. With any improvement in demand, oil prices should advance ¼¢ @ ½¢ before new crop. Valley and Texas crude, 7½c, with offerings light. Refined 8@8½c at New Orleans.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 15, 1930. — Crude cottonseed oil very dull; sales 7½c; 41 per cent protein cottonseed meal, \$39.50@40.00; loose cottonseed hulls, \$7.50.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., May 15, 1930.—Prime cotton seed, nominal; prime crude oil, 7½@7¾c; 43 per cent cake and meal, \$39.00; hulls, \$13.00; mill run lint, 2@3½c.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company

Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

from 40 to 50 points, while under the new contract it is definitely fixed at 10 points. Under the old contract the party storing oil had to take the chances of loss by leakage and change in quality, while under the new contract, quantity and quality are both guaranteed.

COTTONSEED OIL—Market transactions at New York:

Friday, May 9, 1930.

| Old | —Range— | | | —Closing— | |
|-------|---------|-------|------|-----------|--------|
| | Sales. | High. | Low. | Bid. | Asked. |
| Spot | | | | 865 | a |
| May | 200 | 876 | 876 | 875 | a 822 |
| July | 3000 | 893 | 885 | 888 | a |
| Sept. | 1600 | 910 | 900 | 905 | a |
| Oct. | | | | 905 | a 908 |
| New | | | | | |
| Nov. | | | | 843 | a 853 |
| Dec. | 2 | 857 | 848 | 849 | a 854 |
| Jan. | 1 | 853 | 853 | 853 | a |
| Feb. | | | | 852 | a 860 |
| Mar. | 4 | 865 | 865 | 865 | a 870 |
| Apr. | | | | 865 | a 875 |

Sales, including switches, Old 5,000 bbls., New 7 Contracts. Crude S. E. 7½c Nominal.

Saturday, May 10, 1930.

| Old | —Range— | | | —Closing— | |
|-------|---------|-------|------|-----------|--------|
| | Sales. | High. | Low. | Bid. | Asked. |
| Spot | | | | 870 | a |
| May | | | | 876 | a 882 |
| July | | | | 885 | a 888 |
| Sept. | 2 | 905 | 904 | 904 | a |
| Oct. | 1 | 904 | 904 | 904 | a 906 |
| New | | | | | |
| Nov. | 1 | 843 | 843 | 843 | a 848 |
| Dec. | 2 | 849 | 848 | 846 | a 850 |
| Jan. | 1 | 850 | 850 | 850 | a 852 |
| Feb. | | | | 855 | a 860 |
| Mar. | | | | 868 | a 871 |
| Apr. | | | | 870 | a 876 |

Sales, including switches, Old 500 bbls., New 4 Contracts. Crude S. E. 7½c Nominal.

Monday, May 12, 1930.

| Old | —Range— | | | —Closing— | |
|-------|---------|-------|------|-----------|--------|
| | Sales. | High. | Low. | Bid. | Asked. |
| Spot | | | | 875 | a |
| May | 900 | 891 | 891 | 891 | a |
| July | 1300 | 895 | 893 | 895 | a |
| Sept. | 1800 | 918 | 905 | 915 | a 914 |
| Oct. | 500 | 918 | 914 | 913 | a 915 |

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refiners of all grades of

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PURITAN—Winter Pressed Salad Oil
BOREAS—Prime Winter Yellow
VENUS—Prime Summer White
STERLING—Prime Summer Yellow
WHITE CLOVER—Cooking Oil
MARIGOLD—Cooking Oil
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HARDENED COTTONSEED OIL—for Shortenings and Margarines
(58°-60° titre)

COCOANUT OIL
MOONSTAR—Cocoanut Oil
P & G SPECIAL—(hardeners) Cocoanut Oil

General Offices, Cincinnati, Ohio
Cable Address: "Procter"

| | | | | | |
|------|---|-----|-----|-----|-------|
| New | | | | | |
| Nov. | | | | 845 | a 852 |
| Dec. | | | | 850 | a 857 |
| Jan. | | | | 853 | a 859 |
| Feb. | | | | 861 | a 869 |
| Mar. | 1 | 875 | 875 | 875 | a |
| Apr. | | | | 878 | a 885 |

Sales, including switches, Old 5,400 bbls., New 1 Contract. Crude S. E. 7½c Nominal.

Tuesday, May 13, 1930.

| Old | —Range— | | | —Closing— | |
|-------|---------|-------|------|-----------|--------|
| | Sales. | High. | Low. | Bid. | Asked. |
| Spot | | | | 875 | a |
| May | 100 | 890 | 890 | 885 | a 895 |
| July | 300 | 895 | 893 | 892 | a 894 |
| Sept. | 400 | 912 | 911 | 912 | a 911 |
| Oct. | 400 | 916 | 915 | 911 | a 914 |
| New | | | | | |
| Nov. | | | | 841 | a 848 |
| Dec. | | | | 850 | a 854 |
| Jan. | | | | 851 | a 855 |
| Feb. | | | | 858 | a 863 |
| Mar. | | | | 872 | a 874 |
| Apr. | | | | 875 | a 879 |

Sales, including switches, Old 1,200 bbls., New Contracts. Crude S. E. 7½c Nominal.

Wednesday, May 14, 1930.

| Old | —Range— | | | —Closing— | |
|-------|---------|-------|------|-----------|--------|
| | Sales. | High. | Low. | Bid. | Asked. |
| Spot | | | | 875 | a |
| May | | | | 882 | a 888 |
| July | 3000 | 890 | 884 | 885 | a |
| Sept. | 3000 | 905 | 902 | 905 | a 907 |
| Oct. | 500 | 907 | 906 | 905 | a 909 |
| New | | | | | |
| Nov. | | | | 840 | a 850 |
| Dec. | 1 | 848 | 848 | 843 | a 850 |
| Jan. | 1 | 848 | 848 | 845 | a 850 |
| Feb. | | | | 847 | a 855 |
| Mar. | 2 | 868 | 868 | 865 | a 870 |
| Apr. | | | | 865 | a 875 |

Sales, including switches, Old 6,700 bbls., New 4 Contracts. Crude S. E. 7½c Nominal.

Thursday, May 15, 1930.

| Old | —Range— | | | —Closing— | |
|-------|---------|-------|------|-----------|--------|
| | Sales. | High. | Low. | Bid. | Asked. |
| Spot | | | | 875 | a |
| May | | | | 880 | a 887 |
| June | | | | 870 | a 880 |
| July | | 885 | 882 | 882 | a |
| Aug. | | | | 892 | a 896 |
| Sept. | | | | 902 | a 904 |
| Oct. | | 908 | 905 | 905 | a |
| Nov. | | | | 893 | a 897 |
| Dec. | | | | 896 | a 900 |

See page 42 for later markets.

COCOANUT OIL—A fairly good demand was reported in the market, but the undertone was barely steady. Bulk oil, New York, was quoted at 6½¢@6¼¢, while Pacific Coast tanks were quoted at 6¼¢@6½¢, depending upon shipment.

CORN OIL—The last business reported was at 7½¢ f.o.b. mills, and the market was reported quiet at that level.

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NEW YORK CITY

Brokers Exclusively

ALL VEGETABLE OILS

In Barrels or Tanks

COTTON OIL FUTURES

On the New York Produce Exchange

SOYA BEAN OIL—Demand continuing lacking. Offerings were limited and the market nominal. Domestic f.o.b. mills, was quoted at 8¼¢, while Pacific Coast tanks were quoted at 8¼¢@9¢.

PALM OIL—Demand in this quarter was rather limited, but there was no pressure from the trade. Some of the larger sellers were said to have withdrawn. Reports still indicated that soapers are fairly well stocked up, however. At New York, spot Nigre was quoted at 7¼¢ nominal; shipment Nigre, 5.90¢; spot Lagos, 7@7¼¢; shipment Lagos, 6.00@6.15¢.

PALM KERNEL OIL—The market remained quiet, due, it was said, to relative cheapness of cocoanut oil. At New York, palm kernel bulk was quoted at 6.80¢ c.i.f.

OLIVE OIL FOOTS—With buying interest small and offerings fair, the market presented a weaker tone. At New York, spot and nearby foots were quoted at 6½¢@6¼¢, while shipment foots were quoted at 6½¢@6¼¢, depending upon position.

RUBBERSEED OIL—Interest was limited and the market quoted nominally at 9½¢.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Demand for store oil was quiet and the market quoted nominally at ¼¢ over May. Crude oil was nominal; Southeast and Valley, 7½¢; Texas, unquoted.

NEW ORLEANS OIL MARKETS.

(Special Report to The National Provisioner.)

New Orleans, La., May 12, 1930.—The cottonseed oil market was a dull listless affair during the past week, with small sales reported. May declined 10 points, and July and the new crop months were off 13 to 14 points. The easiness was due principally to lower lard and grain. There was also some evening up at the weekend, in advance of the census bureau report in domestic consumption. Estimates on April consumption range from 200,000 to 250,000 barrels.

The report published on the opening today showed April consumption to be 317,900 barrels, which was much larger than expected. This caused prices to advance sharply. These figures compare with 234,115 barrels consumed in March, and 290,574 in April of last year. The cotton market was irregular, with the parity between the near months and new crop positions narrowing.

Refined oil was unchanged, with prime summer yellow quoted at 785 cents. Texas crude was unchanged, with Valley and Southeast declining 12 points.

The New York Produce Exchange put into effect new rules governing trading in cotton seed oil on Thursday. The purpose of the new regulation is to standardize business. The new contract calls for tank deliveries of 60,000 pounds of loose oil. Local traders and refiners are of the opinion that the change will stimulate business between the markets.

HULL OIL MARKET.

Hull, England, May 14, 1930.—(By Cable).—Refined cottonseed oil, 31s 3d; Egyptian crude cottonseed oil, 28s 6d.

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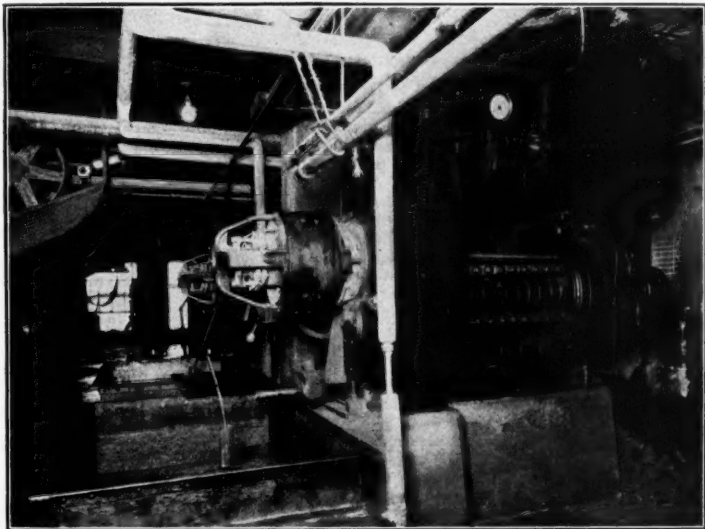
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The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products are quiet and steady. Commission house liquidation checked upturns. Domestic trade is fair. Chicago lard stocks increased 1,395,000 lbs. the first half May and total 45,539,000, compared with 93,723,000 lbs. a year ago.

Cottonseed Oil.

Cotton oil inactive and about steady, awaiting developments. The trade is featureless. Cash demand is quiet. Crude is nominally 7½c.

Quotations on cottonseed oil at New York Friday noon were: Old contract.—May, \$8.80@8.95; June, \$8.70@8.90; July, \$8.83@8.85; Aug., \$8.93@8.99; Sept., \$9.04@9.06; Oct., \$9.06@9.08; Nov., \$8.95@9.00; Dec., \$9.00 sale.

New contract.—Nov., \$8.43@8.50; Dec., \$8.47@8.50; Jan., \$8.47@8.50; Feb., \$8.49@8.58; March, \$8.66@8.71; Apr., \$8.67@8.75.

Tallow.

Tallow, extra, 6c.

Stearine.

Stearine, oleo, 8½c.

FRIDAY'S GENERAL MARKETS.

New York, May 16, 1930.—Lard, prime western, \$10.85@10.95; middle western, \$10.75@10.80; city, 10¼@10½c; refined continent, 10½c; South American, 11c; Brazil kegs, 12c; compound, 10½c.

BRITISH PROVISION MARKETS.

(By Cable to The National Provisioner.)

Liverpool, May 16, 1930. — General provision market rules dull with very little activity. Hams and picnics very poor; square shoulders and pure lard fair.

Friday's prices were as follows: Hams, American cut, 91s; Liverpool shoulders, square, 84s; hams, long cut, 96s; picnics, 78s; short backs, 88s; bellies, clear, 80s; Canadian, 88s; Cumberland, 90s; Wiltshires, none; spot lard, 54s.

EUROPEAN PROVISION CABLES.

The market at Hamburg showed little alteration during the week ended May 10, according to cable advices to the U. S. Department of Commerce. Receipts of lard for the week were 1,436 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 81,000 at a top Berlin price of 14.28 cents a pound, compared with 95,000 at 15.57 cents a pound, for the same week of last year.

The Rotterdam market was dull. The market for extra neutral lard was slightly firmer.

The market at Liverpool was firm.

The total of pigs bought in Ireland for bacon curing was 19,000 for the week, as compared with 19,000 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ending May 9, 1930, was 92,000, as compared with 79,600 for the corresponding week of last year.

LIVERPOOL PROVISION STOCKS.

Stocks of provisions on hand at Liverpool on Apr. 30, 1930, with comparisons, as estimated by the Liverpool Provision Trade Association, were as follows:

| | Apr. 30, 1930. | Mar. 31, 1930. | Apr. 30, 1929. |
|-----------------------|----------------|----------------|----------------|
| Bacon, lbs. | 5,369,168 | 5,768,200 | 2,579,360 |
| Hams, lbs. | 1,237,152 | 784,336 | 1,340,752 |
| Shoulders, lbs. | 96,632 | 129,024 | 114,016 |
| Lard, tierces | 636 | 686 | 744 |
| Lard, refined, tons.. | 1,435 | 1,688 | 3,520 |

BRITISH PROVISION IMPORTS.

Imports of provisions into Liverpool during April, 1930, as reported by the Liverpool Provision Trade Association:

| | Apr., 1930. |
|---------------------------------------|-------------|
| Bacon, including shoulders, lbs. | 4,443,600 |
| Hams, lbs. | 5,208,000 |
| Lard, tons | 1,465 |

The approximate weekly consumption ex-Liverpool stocks for the months given is reported as follows:

| | Bacon, lbs. | Ham, lbs. | Lard, tons. |
|------------------|-------------|-----------|-------------|
| Apr., 1930 | 1,137,472 | 1,109,554 | 398 |
| Mar., 1930 | 1,321,264 | 1,057,616 | 407 |
| Apr., 1929 | 1,316,672 | 1,413,664 | 448 |

TRADE UNDER NEW RULES.

The new rules for trading in refined cottonseed oil futures, adopted by the New York Produce Exchange early in March, have been in effect during the past week. Under these rules loose oil is delivered on contracts, instead of oil in barrels as provided under the old rules.

A contract calls for the delivery to the purchaser of 60,000 pounds of refined oil during the month specified in the contract, beginning with November.

Deliveries must be made from bonded warehouses at points designated by the exchange. These warehouses have been licensed by the exchange and are located in New York City, Macon, Ga., Dallas, Tex., and Ivorydale, Ohio.

The storage charge in bonded warehouses has been fixed at 10 cents per 100 pounds for the first month or fraction thereof, and 7½ cents per 100 pounds for each succeeding month or fraction thereof.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., May 14, 1930.—Cottonseed was inactive Wednesday, and closed practically unchanged from Tuesday's finish, the advance in cottonseed meal being partially to fully offset by the decline in oil values. There was further withdrawal of buying interest from the oil mills.

The government report of Monday indicates at least a fair supply of cottonseed in the country, which should move to the mills within the next sixty days. While this seed will undoubtedly find a ready market, due to the strength in cottonseed meal, the closing down of many mills has at least to a certain extent eliminated general competitive buying interest. Deliveries against May will probably total 1,000 tons.

Cottonseed meal resumed its upward trend at the opening Wednesday and May on the high traded up to \$39.75, June and July at \$39.25, and August

at \$39.00, the new crop months following the old only indifferently. On the extreme top and near the close, offerings, prompted by profit taking, were a little more free, and July went over on offer at \$39.10 asked and \$39.05 bid.

The government statistics released Monday are extremely effective in holding meal values at around present levels, and many are talking considerably higher prices. On the other hand, outside markets are not helping the upturn much if any, and profit taking does not find buyers so anxious. The trend of the market from now on will apparently be governed entirely by trade buying and the cotton seed movement.

CANADIAN TARIFF CHANGE.

What is known as a countervailing tariff has been passed in Canada and awaits only the final adoption by Parliament. While this tariff does not increase present rates, it does impose upon products from another country rates equivalent to those imposed by that country upon the same product exported from Canada, where these are higher than the rates in the Canadian schedule.

Livestock, meats and meat products, therefore, exported to Canada from the United States will be subject to the tariff rate imposed on the same products imported into the United States, wherever these tariffs are higher in the U. S. schedule.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to May 14, 1930, show exports from that country were as follows: To England, 102,180 quarters; to the Continent, 56,006 quarters.

Exports of the previous week were as follows: To England, 68,619 quarters; to the Continent, 42,362 quarters.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended May 10, 1930, were 4,975,000 lbs.; previous week, 3,962,000 lbs.; same week last year, 4,249,000 lbs.; from January 1 to May 10 this year, 78,153,000 lbs.; same period a year ago, 74,486,000 lbs.

Shipments of hides from Chicago for the week ended May 10, 1930, were 2,107,000 lbs.; previous week, 2,432,000 lbs.; same week last year, 3,868,000 lbs.; from January 1 to May 10 this year, 68,556,000 lbs.; same period a year ago, 81,560,000 lbs.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended May 10, 1930:

| Week ended | New York. | Boston. | Phila. |
|---------------------|-----------|---------|---------|
| May 10, 1930 | 21,576 | 1,069 | 28,149 |
| May 3, 1930 | 26,915 | 46,265 | 2,111 |
| Apr. 26, 1930 | 62,932 | 40,172 | 34,288 |
| Apr. 19, 1930 | 53,574 | 54,985 | 38,108 |
| To date, 1930 | 734,900 | 331,775 | 281,529 |
| May 11, 1929 | 19,040 | 1,500 | 5,499 |
| Apr. 4, 1929 | 6,349 | 1,122 | 1,446 |
| To date, 1929 | 444,910 | 111,683 | 212,965 |

Watch the "Wanted" page for business opportunities.

Hide and Skin Markets

Chicago.

PACKER HIDES—The packer hide market was very quiet this week. Inquiries were fairly broad early in the week and killers are making a firm attempt to secure $\frac{1}{2}$ c advance on all descriptions, and couple packers trying for a full cent advance on heavy native steers. So far, buyers have shown no disposition to follow any advance in prices, despite the well cleaned up appearance of the market generally. The only trading that has appeared so far this week was a car each of April-May native steers and light native cows by an outside independent packer at last week's prices.

In the absence of trading, prices quoted below represent last trading prices for April take-off, with possibly first few days of May included in the movement last week. April-May take-off of all descriptions are offered at $\frac{1}{2}$ c over these prices. Buyers base their refusal so far to follow any advance on the general slowness of all business, and of the leather business in particular.

Spread native steers quoted $15\frac{1}{2}$ @16c, nom. Last trading in heavy native steers was at 14c, and one car April-May take-off was sold by an outside packer at this figure this week; packers asking $14\frac{1}{2}$ @15c. Last trading in extreme native steers was at 13c.

Butt branded steers last sold at 14c, Colorados at $13\frac{1}{2}$ c. Heavy Texas steers last moved at 14c, light Texas steers at 13c, and extreme light Texas steers at 12c; asking $\frac{1}{2}$ c more on all brands.

Heavy native cows last moved at 12c. Last sales of light native cows were at $12\frac{1}{2}$ c; one car April-Mays sold by an outside packer at this figure this week. Branded cows last sold at 12c. Packers also asking $\frac{1}{2}$ c advance on all cows.

Native bulls quoted 9c last paid for November forward, and $9\frac{1}{2}$ c for St. Pauls. Branded bulls last sold at 8c for November forward.

South American market made a sharp recovery this week on business to European tanners, although the c.i.f. New York prices did not vary much, owing to fluctuations in exchange rates. Last sales were at \$34.75 for 5,000 LaBlanca steers going to England, equal to about $14\frac{1}{2}$ c, c.i.f. New York, as against \$34.00 and \$33.25 paid earlier this week, and \$32.75 paid last week, equal to about $14\frac{1}{2}$ c, c.i.f. New York.

SMALL PACKER HIDES—Another local small packer early this week moved 4,000 May hides at $12\frac{1}{2}$ c for all-weight native steers and cows and 12c for branded, steady. Some trading, on big packer grading and trim, brought full big packer market prices, as previously reported. One lot of April-May hides still being held; other local killers cleaned up to end of May.

HIDE TRIMMINGS—Quoted \$30.00 @32.00 per ton, Chicago basis.

COUNTRY HIDES—Trading in the country market has been a little slow, with buyers lowering their ideas of values, based on the lack of advance so far in the packer market. Buyers talk $9\frac{1}{2}$ c for all-weights, and a few were sold recently at this figure, but apparently no desirable lots available under 10c, selected, delivered. Heavy steers and cows slow and offered at $9\frac{1}{2}$ c; buyers' ideas 9c. Buff weights

have sold at 10c and this is generally quoted. Extremes in light supply and $12\frac{1}{2}$ @ $12\frac{1}{2}$ c generally asked, with buyers' ideas top at 12c. Bulls offered at 7c, selected. All-weight branded quoted around $8\frac{1}{2}$ c, flat, less Chicago freight.

CALFSKINS—Last trading in packer calfskins was at 20c, northern basis, for April take-off, and market cleaned up to end of April; this figure reported bid in one direction for May skins, while others report bids of $19\frac{1}{2}$ c.

First-salted Chicago city calf quoted 18c, nom. for straight 8/15 lb., with last trading at $17\frac{1}{2}$ c for 8/10 lb. and $18\frac{1}{2}$ c for 10/15 lb. Mixed cities and countries $15\frac{1}{2}$ @16c, nom.; straight countries about $14\frac{1}{2}$ c. A small car Chicago city light calf and deacons sold at \$1.35, steady.

KIPSKINS—Last trading in packer April kipskins was at 18c for northern natives, 16c for over-weights, and $13\frac{1}{2}$ c for branded. April kips were cleaned up couple weeks back, except for one small lot.

Car of first-salted Chicago city kips sold at $16\frac{1}{2}$ c. Mixed cities and countries quoted $14\frac{1}{2}$ @15c, nom.; straight countries around $13\frac{1}{2}$ c.

Big packer regular slunks last sold at \$1.25 for Aprils; hairless 26c last paid.

HORSEHIDES—Market rather quiet. Some choice city renderers moved recently at \$4.50 flat and this is considered top. Mixed city and country lots range \$3.25@4.00, according to quality, based on not over 10 per cent No. 2's.

SHEEPSKINS—Dry pelts quoted around 11c per lb. Shearlings continue about steady, with some concessions being made on No. 1's in order to move No. 2's; about four cars big packer shearlings sold at 50c for No. 1 and 30c for No. 2's. Small packer shearlings last sold at $22\frac{1}{2}$ c flat, figuring 30c for $\frac{1}{2}$ inch up, 20c for shorts and No. 2's, and 10c for shear cuts, barebacks and ribby. Pickled skins continue about steady and quoted \$4.50@5.00 per doz. straight run of lamb at Chicago; offerings still reported at \$4.75 at New York. Last sales of wool pelts were at \$1.35 for heavies and \$1.20 for lights, at outside point. Country pelts about 65@70c.

PIGSKINS—Few cars extra choice No. 1 pigskin strips sold at $7\frac{1}{2}$ c, delivered East, equal to around 7c, Chicago. Frozen gelatine scraps quoted around $4\frac{1}{2}$ c, and green salted 4c, delivered.

New York.

PACKER HIDES—Packer hide market quiet but firm; some activity in May hides expected as soon as the situation in the western market is clarified. April hides were cleaned up several weeks ago, at 14c for native steers, 14c for butt brands and $13\frac{1}{2}$ c for Colorados.

COUNTRY HIDES—Market somewhat dull and buyers have been keeping their bids $\frac{1}{4}$ @ $\frac{1}{2}$ c under asked prices. Buff weights are quoted at 10c. Extremes generally quoted around 12c, with $12\frac{1}{2}$ c asked in some instances.

CALFSKINS—Calfskin market continues firm, with offerings light. Last trading in 5-7's was at \$1.70. One car 7-9's sold this week at \$2.05. Last

sales of 9-12's were at \$2.60, but \$2.70 nom. generally quoted. Kipskin market about unchanged.

New York Hide Exchange Futures.

Saturday, May 10, 1930—Close: May 13.90@14.25; June 14.15n; July 14.40n; Aug. 14.65n; Sept. 14.89@14.94; Oct. 15.20n; Nov. 15.45n; Dec. 15.70@15.74; Jan. 15.80n; Feb. 15.90@16.00; Mar. 16.00n; Apr. 16.10n. Sales 4 lots.

Monday, May 12, 1930—Close: May 13.85n; June 14.00n; July 14.20n; Aug. 14.45n; Sept. 14.75@14.76; Oct. 14.90n; Nov. 15.20n; Dec. 15.55@15.56; Jan. 15.70n; Feb. 15.85@15.87; Mar. 15.95n; Apr. 16.05n. Sales 28 lots.

Tuesday, May 13, 1930—Close: May 13.90n; June 14.00n; July 14.20n; Aug. 14.45n; Sept. 14.70 sale; Oct. 14.90n; Nov. 15.20n; Dec. 15.50@15.60; Jan. 15.65n; Feb. 15.85@15.90; Mar. 16.00n; Apr. 16.10n. Sales 34 lots.

Wednesday, May 14, 1930—Close: May 14.05 sale; June 14.10n; July 14.20n; Aug. 14.45n; Sept. 14.65@14.72; Oct. 14.90n; Nov. 15.20n; Dec. 15.56 sale; Jan. 15.65n; Feb. 15.80@15.90; Mar. 15.95n; Apr. 16.05n. Sales 34 lots.

Thursday, May 15, 1930—Close: May 13.95@14.10; June 14.10n; July 14.25n; Aug. 14.50n; Sept. 14.80 sale; Oct. 14.95n; Nov. 15.20n; Dec. 15.66 sale; Jan. 15.75n; Feb. 15.90n; Mar. 16.00n; Apr. 16.25@16.50. Sales 21 lots.

Friday, May 16, 1930—Close: June 13.90; July 14.05; Aug. 14.20; Sept. 14.64 sale; Oct. 14.80; Nov. 15.05; Dec. 15.50@15.55; Jan. 15.65; Feb. 15.75; Mar. 15.90; Apr. 16.00.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended May 16, 1930, with comparisons, are reported as follows:

| | PACKER HIDES. | | |
|--|----------------------|----------------------|----------------------|
| | Week ended May 16. | Prev. week. | Cor. week, 1929. |
| Spr. nat. strs. | $15\frac{1}{2}$ @16n | $15\frac{1}{2}$ @16n | $16\frac{1}{2}$ @17n |
| Hvy. nat. strs. | @15 | @14 | @14 $\frac{1}{2}$ |
| Hvy. Tex. strs. | @14 $\frac{1}{2}$ | @14 | @13 $\frac{1}{2}$ |
| Hvy. but brnd'd strs. | @14 $\frac{1}{2}$ | @14 | @13 $\frac{1}{2}$ |
| Hvy. Col. strs. | $13\frac{1}{2}$ @14 | @13 $\frac{1}{2}$ | @13 |
| Ex-light Tex. strs. | @12 $\frac{1}{2}$ | @12 | @13 $\frac{1}{2}$ |
| Brnd'd cows. 12 | @12 $\frac{1}{2}$ | @12 | @13 $\frac{1}{2}$ |
| Hvy. nat. cows | @12 $\frac{1}{2}$ | @12 | $13\frac{1}{2}$ @14b |
| Lt. nat. cows. 12 | @13 | @12 $\frac{1}{2}$ | @14 $\frac{1}{2}$ |
| Nat. bulls. 8 | @9 $\frac{1}{2}$ | 9 | @9 $\frac{1}{2}$ |
| Brnd'd bulls. 8 | @8 $\frac{1}{2}$ | @8 $\frac{1}{2}$ | @9 $\frac{1}{2}$ |
| Calfskins | @20 | @20 | @21 |
| Kips, nat. | @18 | @18 | @19 |
| Kips, ov-wt. | @16 | @16 | @17 |
| Kips, brnd'd. | @13 $\frac{1}{2}$ | @13 $\frac{1}{2}$ | @15 |
| Slunks, reg. | @1.25 | @1.25 | @1.50nx |
| Slunks, hris. | @.26 | @.26 | @.55ax |
| Light native, butt branded and Colorado steers 1c per lb. less than heavies. | | | |

| CITY AND SMALL PACKERS. | | | |
|---------------------------------------|--------------------------|--------------------------|---------------------|
| Nat. all-wts. | @12 $\frac{1}{2}$ | @12 $\frac{1}{2}$ | @14 |
| Branded | @12 | @12 | @13 $\frac{1}{2}$ |
| Nat. bulls. | @9 | @9 | @10 |
| Brnd'd bulls. | @8 | @8 | @9 |
| Calfskins | @18n | @18n | @18 $\frac{1}{2}$ n |
| Kips | @16 $\frac{1}{2}$ | @16 $\frac{1}{2}$ | @17n |
| Slunks, reg. 1.07 $\frac{1}{2}$ @1.10 | 1.07 $\frac{1}{2}$ @1.10 | 1.07 $\frac{1}{2}$ @1.10 | 1.25 |
| Slunks, hris. | @20n | @20n | @35 |

| COUNTRY HIDES. | | | |
|-------------------|---------------------|---------------------|-----------------------------------|
| Hvy. steers. | @9 $\frac{1}{2}$ ax | @9 $\frac{1}{2}$ ax | $10\frac{1}{2}$ @10 $\frac{1}{2}$ |
| Hvy. cows. | @9 $\frac{1}{2}$ ax | @9 $\frac{1}{2}$ ax | $10\frac{1}{2}$ @10 $\frac{1}{2}$ |
| Bufs. | @10 | @10 $\frac{1}{2}$ | $11\frac{1}{2}$ @12 |
| Extremes | @12 $\frac{1}{2}$ | @12 $\frac{1}{2}$ | $13\frac{1}{2}$ @14 |
| Bulls | @7ax | @7ax | 8 @8 $\frac{1}{2}$ |
| Calfskins | @14 $\frac{1}{2}$ n | @14 $\frac{1}{2}$ n | @15n |
| Kips | @13 $\frac{1}{2}$ n | @13 $\frac{1}{2}$ n | @14n |
| Light calf. | 1.00@1.10 | 1.00@1.10 | 90 @1.00 |
| Deacons | 1.00@1.10 | 1.00@1.10 | 90 @1.00 |
| Slunks, reg. 50 | @60 | @60 | 50 @60 |
| Slunks, hris. 5 | @10n | 5 @10n | 15 @20 |
| Horsehides. | 3.25@4.50 | 3.25@4.75 | 4.25@5.50 |
| Hogskins | @.55 | @.55 | @.70 |

| SHEEPSKINS. | | | |
|-----------------------|-----------|-----------|------------|
| Pkr. lambs. | 1.30@1.40 | 1.30@1.40 | 1.90@2.40 |
| Nat. pkr. lambs. | 1.20@1.35 | 1.20@1.35 | 1.75@2.25 |
| Pkr. shearings. 30 | @50 | @50 | @1.15 |
| Dry pelts. | @11 | @11 | @12 18 @20 |



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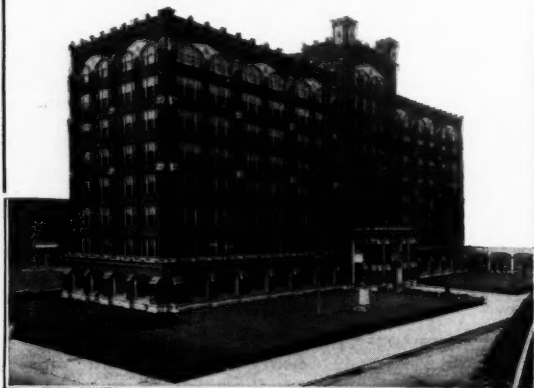
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✱

Contracts for prime hogs can be bought only in Chicago, the World's Greatest Hog Market

Union Stockyards Chicago, Ill.



Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., May 15, 1930.

CATTLE—Compared with a week ago: Early sharp steer and yearling decline of 50 to 75c partly regained; almost fully regained on medium weight and weighty steers; light kinds grading common and medium still 25@40c lower than week ago; light yearlings about 25c off; she stock, regaining early downturn, steady to weak; bulls, 25@40c higher; vealers, 75c@\$1.00 higher. Monday's sharp break sent average price of steers and yearlings to new low levels for season and lowest since June, 1927. Irregular upturn following break, due to sharp supply abridgement. It was largely a steer and yearling run. Week's extreme top fed steers, \$14.50; few above \$13.50; bulk, \$10.00@11.75; best light heifers, \$11.85; sizeable supply meaty low qualified light steers, \$8.75@9.25; bulk fat cows, \$7.00@8.00; cutters, \$4.25@5.75; heavy sausage bulls, to \$7.65. Selected vealers closed at \$12.50@13.00, with bulk light kinds \$9.00@11.00.

HOGS—Hog prices continued to fluctuate within very narrow limits and today's quotations are 10@20c lower than last Thursday. Packing sows, light lights and pigs are mostly steady. Quality of receipts was generally good, and medium weight butchers predominated. Shipping demand was fair. Small packers principal buyers, but big packers in market today at prevailing quotations. Today's top, \$10.30; good to choice 160 to 230 lbs., \$10.00@10.25; 240 to 320 lbs., \$9.85@10.10; 130 to 150 lbs., \$9.75@10.25; pigs, \$9.00@10.00; packing sows, \$9.15@9.65.

SHEEP—Unsatisfactory dressed lamb trade, excessive supply California springers and uncertain quality of woolskins were bearish factors in an unevenly lower market. Compared with one week ago: Shorn lambs, fully 50c lower; woolled kinds, \$1.00@1.25 lower; spring lambs, \$1.50@1.75 off; fat ewes, unevenly steady. Late sales woolled lambs, \$9.50@10.00; early top, \$10.75; good to choice shorn, \$9.25@9.50; late top, \$9.75; early top, \$10.10; late sales California springers, \$10.50; early sales, upward to \$11.50; top to city butchers, \$11.65; shorn ewes, mostly \$5.00@5.50; top, \$5.75.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., May 15, 1930.

CATTLE—Moderate supplies at all points failed to check the weaker trend in fed steers and yearlings, and closing rates are mostly 50c lower, with spots 75c off on short fed kinds as compared with last Thursday. Light mixed yearlings and fed heifers were improved at the close, and final prices around 25c lower for the week. Strictly choice 1,218-lb. Missouri fed steers sold \$13.25 for the week's top, and best heavies went at \$12.50, while the bulk of the fed arrivals cleared from \$9.00@11.50. Slaughter cows are steady to weak, and bulls mostly 25c lower. Vealers ad-

vanced 50c, with the practical top at \$11.00.

HOGS—Little change was scored in hog values during the week, and closing prices are steady to 10c under a week ago. Big packers were healthy buyers and have been in competition with shippers for the more desirable grades of all weights. The late top rested at \$9.85 on 180- to 225-lb. weights, and the bulk of the 160- to 260-lb. weights sold from \$9.65@9.80. Most of the 270- to 325-lb. butchers ranged from \$9.45@9.65. Packing grades are steady at \$8.50@9.00.

SHEEP—All classes of fat lambs were under severe pressure, and sharp declines of 75c@\$1.25 were registered, with woolskins and springers showing the maximum decline. Best woolled lambs brought \$10.50 on Monday, but at the finish nothing sold above \$9.50. Clipped cashed from \$8.50@9.40, with the top \$9.60. California and Arizona springers reached \$11.00 at the opening, but most late sales ranged from \$10.00@10.35. Mature classes are mostly 25c lower, with best shorn ewes at \$5.10.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., May 15, 1930.

CATTLE—Compared with one week ago: Steers and cows closed steady to 25c lower, spots off more on lower grade steers; mixed yearlings and heifers, 25c lower, spots off 50c; cutters and low cutters, steady to weak; medium bulls

unchanged; vealers \$1.00 higher. Bulk of steers earned \$8.50@11.00, with 825-lb. yearlings landing \$12.25 as top, while best matured steers scored \$11.90. Majority of fat mixed yearlings and heifers cashed at \$10.00@11.00, 566-lb. mixed yearlings scoring \$12.00 as high, while top heifers, at \$11.75, averaged 587 lbs. Most medium fleshed heifers registered \$9.00@9.75; cows, \$6.75@7.75; top, \$8.75; low cutters, \$4.00@5.00; top medium bulls, \$7.75; top vealers, \$11.50.

HOGS—Hog prices this week maintained slightly higher levels than last week, though a net loss of 10c was registered for the Thursday to Thursday period. Top on Thursday was \$10.20, lowest of the week and bulk of 160- to 260-lb. weights cashed at \$10.00@10.15; sows, \$9.00@9.10.

SHEEP—Spring lambs declined \$1.00@1.25 during the week; clipped lambs 25@50c, and sheep held steady. Practical top on springers was \$12.50 early in the week; with bulk down to \$11.00. Clipped lambs topped at \$9.75, and bulked at \$9.00@9.25. Clipped ewes held at \$5.00 down.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, May 15, 1930.

CATTLE—Unevenly lower prices were enforced for fed steers and yearlings early in the week, but with some strength on closing days, part of the early decline was regained, and for the week prices are unevenly 25@50c lower. Heifers shared in the weakness on yearling steers and are mostly 25c lower for the week, while cows held close to steady. Bulls declined 25c, and veal-



ers are 50c@\$.1.00 higher. The week's top of \$13.00 was paid for weighty steers and also for a part load of 867-lb. yearlings. Top on vealers reached \$14.00 to independents.

HOGS—Liberal receipts have featured locally, but demand has shown breadth, although the general trend to values has been slightly lower in sympathy with break in prices at outside markets. Comparisons Thursday with Thursday show a 10@15c decline. On Thursday, top reached \$9.75, with bulk 160- to 250-lb. weights \$9.65@9.75; 250- to 300-lb. butchers, \$9.50@9.65; 300- to 350-lb. butchers, \$9.25@9.50; packing sows, \$8.85@9.00.

SHEEP—The general situation on slaughter lambs has been favorable to buying interests. Liberal receipts and lower trend to the dressed lamb trade at eastern cities were important factors. Fed woolled and spring lambs show a break of \$1.00@1.50. Matured sheep have been relatively scarce and are steady. On Thursday's trade, good and choice California spring lambs sold \$10.25@10.50; fed woolled lambs, \$9.00@9.50; top, \$9.75. Fed clipped lambs have been more in favor, and show losses of 75c@\$.1.00, bulk fed clipped offerings on Thursday, \$8.25@8.60; top, \$8.65. Matured sheep have been in limited numbers, with good and choice shorn ewes salable at \$5.00@5.50.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., May 15, 1930.

CATTLE—Prevailing cattle price trends continued downward, and lowest levels for the season were reached by beef steers and yearlings, which ruled unevenly 25@50c lower for the most part. Better grades continued scarce and escaped with less loss, while plain kinds suffered maximum declines. Choice heavy bullocks and a few yearlings topped at \$13.00; a limited supply brought \$11.50@12.75, and the bulk went at \$9.25@11.25. Weak to 25c lower rates developed for most she stock, while 25@50c losses occurred in some cases. Choice heifers made \$10.50 @11.00, and cows bulked at \$6.50@8.00. Heavy sausage bulls reached \$7.50, and vealers topped at \$13.00.

HOGS—Prices varied slightly, closing around 10@15c lower, but averaging close to the same as for the past two months. Late top, \$9.70, paid sparingly for choice light butchers. Bulk 180- to 280-lb. averages brought \$9.50 @9.65, with most 280- to 340-lb. weights, \$9.25@9.50. Majority packing sows cashed at \$8.75@8.85.

SHEEP—Old crop lambs broke mostly \$1.00, and springers suffered a loss of \$1.50, while ewes remained unchanged. Late top woolled lambs, \$9.50; clippers, \$8.60; native springers, \$10.25; shorn ewes, \$5.25.

ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

So. St. Paul, Minn., May 14, 1930.

CATTLE—In line with outside conditions, all classes of slaughter cattle here worked unevenly 25@50c lower the first three days of this week, and in addition, uncovered new low levels for the season. Steers and yearlings

showed the full loss, these centering largely at \$9.50@10.75, some few "specialties" scoring to \$11.85@12.25 for all representative weights. Beef cows dropped to a \$6.00@7.25 bulk, heifers, \$7.75@9.25, yearlings selling to \$10.75. Low cutters and cutters turned at \$4.50 @5.50, bulls, \$6.75 downwards, vealers on a 50c@\$.1.00 advance, selling today largely at \$9.50@10.50.

HOGS—The hog market took an upward swing during the past week, which boosted prices 20@25c. Better 160- to around 225-lb. hogs cashed at \$9.75@9.85, with 225- to 260-lb. averages at \$9.50@9.75, while heavier weights sold down to \$9.25 or under. Sows bulked at \$8.50@9.00, with pigs and light lights at \$9.75 largely.

SHEEP—The lamb market worked around 50c lower, with ewes selling weak to 25c lower for the week. Good and choice shorn lambs commanded a spread of \$8.50@9.25, with comparable shorn ewes at \$4.50@5.50. Good and choice native spring lambs sold in odd lots at \$10.00@12.00.

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended May 10, 1930, with comparisons:

| | Cattle. | Hogs. | Sheep. |
|------------------------|---------|---------|---------|
| At 20 markets: | | | |
| Week ended May 10..... | 193,000 | 595,000 | 302,000 |
| Previous week | 205,000 | 545,000 | 361,000 |
| 1929 | 202,000 | 531,000 | 296,000 |
| 1928 | 210,000 | 588,000 | 271,000 |
| 1927 | 235,000 | 621,000 | 255,000 |
| 1926 | 266,000 | 595,000 | 238,000 |
| At 11 markets: | | | |
| Week ended May 10..... | | 487,000 | |
| Previous week | | 481,000 | |
| 1929 | | 448,000 | |
| 1928 | | 503,000 | |
| 1927 | | 545,000 | |
| 1926 | | 487,000 | |
| At 7 markets: | | | |
| Week ended May 10..... | 148,000 | 430,000 | 240,000 |
| Previous week | 151,000 | 419,000 | 274,000 |
| 1929 | 142,000 | 379,000 | 224,000 |
| 1928 | 146,000 | 436,000 | 207,000 |
| 1927 | 175,000 | 455,000 | 183,000 |
| 1926 | 206,000 | 418,000 | 183,000 |

LIVESTOCK AT 64 MARKETS.

Receipts and disposition of livestock at 64 leading markets during April, 1930, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

| | CATTLE. | | |
|-------------------------------------|-----------|------------------|-------------------|
| | Receipts. | Local slaughter. | Total ship-ments. |
| Total | 1,068,396 | 591,176 | 479,546 |
| April average, 5 years, 1925-1929.. | 1,143,943 | 651,161 | 482,746 |
| Total | 577,923 | 424,328 | 159,133 |
| April average, 5 years, 1925-1929.. | 585,483 | 430,746 | 148,427 |
| Total | 3,254,763 | 1,980,073 | 1,279,783 |
| April average, 5 years, 1925-1929.. | 3,917,642 | 2,065,742 | 1,245,484 |
| SHEEP AND LAMBS. | | | |
| Total | 2,229,576 | 1,277,767 | 975,146 |
| April average, 5 years, 1925-1929.. | 1,626,608 | 859,800 | 764,713 |

\$1,000,000 LIVESTOCK CO-OP.

The National Livestock Marketing Association, a \$1,000,000 organization, has been incorporated under the laws of Delaware and in accordance with the policies of the Federal Farm Board. E. A. Beamer of Blissfield, Mich., has been made temporary president of the new association and Dr. O. O. Wolf, of Kansas, temporary secretary.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended May 9, 1930, with comparisons, as reported by the Dominion Live Stock Branch:

| BUTCHER STEERS. | | | |
|---------------------|-------------------|-------------|------------------|
| | 1,000-1,200 lbs. | | |
| | Week ended May 9. | Prev. week. | Same week, 1929. |
| Toronto | \$11.50 | \$11.50 | \$12.25 |
| Montreal | 11.00 | 11.25 | 12.00 |
| Winnipeg | 11.00 | 11.00 | 11.50 |
| Calgary | 11.00 | 11.00 | 11.75 |
| Edmonton | 11.00 | 11.00 | 11.00 |
| Prince Albert | 9.75 | 9.75 | 10.00 |
| Moose Jaw | 11.00 | 10.50 | 10.50 |
| Saskatoon | 10.75 | 10.40 | 10.25 |
| VEAL CALVES. | | | |
| Toronto | \$12.50 | \$12.50 | \$16.00 |
| Montreal | 9.00 | 8.00 | 12.50 |
| Winnipeg | 12.00 | 13.00 | 15.00 |
| Calgary | 13.00 | 13.00 | 13.00 |
| Edmonton | 12.00 | 12.00 | 14.00 |
| Prince Albert | 10.00 | 9.00 | 10.00 |
| Moose Jaw | 12.00 | 10.00 | 13.00 |
| Saskatoon | 11.00 | 11.00 | 11.00 |
| SELECT BACON HOGS. | | | |
| Toronto | \$12.50 | \$13.40 | \$14.00 |
| Montreal | 12.75 | 14.10 | 14.00 |
| Winnipeg | 11.75 | 12.25 | 13.75 |
| Calgary | 11.25 | 12.25 | 13.50 |
| Edmonton | 11.15 | 11.20 | 13.50 |
| Prince Albert | 11.55 | 12.55 | 13.75 |
| Moose Jaw | 11.55 | 12.50 | 13.65 |
| Saskatoon | 11.45 | 12.45 | 13.55 |
| GOOD LAMBS. | | | |
| Toronto | \$15.00 | \$15.00 | 10.00 |
| Montreal | 9.00 | 9.00 | 10.00 |
| Winnipeg | 10.00 | 10.00 | 14.25 |
| Calgary | | 9.00 | 13.50 |
| Edmonton | | | |
| Prince Albert | | | |
| Moose Jaw | 8.00 | 8.50 | |
| Saskatoon | | | 12.00 |

*Spring lambs, per head.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 15 centers for the week ended May 10, 1930, with comparisons:

| CATTLE. | | | |
|------------------------------|--------------------|-------------|------------------|
| | Week ended May 10. | Prev. week. | Cor. week, 1929. |
| Chicago | 21,982 | 23,829 | 19,354 |
| Kansas City | 19,154 | 17,166 | 17,148 |
| Omaha | 18,577 | 17,715 | 20,154 |
| St. Louis | 9,837 | 8,165 | 8,262 |
| St. Joseph | 6,617 | 5,232 | 6,481 |
| Sioux City | 7,992 | 8,472 | 8,439 |
| Wichita | 1,961 | 1,710 | 1,838 |
| Fort Worth | | 4,703 | 5,677 |
| Philadelphia | 1,335 | 1,453 | 1,665 |
| Indianapolis | 1,444 | 1,487 | 1,050 |
| New York & Jersey City | 7,978 | 8,896 | 8,983 |
| Oklahoma City | 3,281 | 2,929 | 3,783 |
| Cincinnati | 3,073 | 3,403 | 2,865 |
| Denver | 2,508 | 2,738 | 4,262 |
| Total | 105,714 | 107,398 | 100,661 |
| HOGS. | | | |
| Chicago | 111,801 | 116,860 | 101,072 |
| Kansas City | 35,706 | 22,081 | 23,378 |
| Omaha | 54,213 | 37,761 | 30,046 |
| St. Louis | 30,069 | 36,081 | 28,628 |
| St. Joseph | 25,927 | 20,937 | 15,633 |
| Sioux City | 24,540 | 24,144 | 19,333 |
| Wichita | 10,109 | 7,749 | 9,635 |
| Fort Worth | | 7,290 | 6,612 |
| Philadelphia | 15,281 | 16,508 | 16,856 |
| Indianapolis | 19,047 | 16,276 | 19,367 |
| New York & Jersey City | 38,456 | 43,576 | 45,962 |
| Oklahoma City | 6,993 | 5,918 | 12,068 |
| Cincinnati | 19,638 | 18,784 | 18,421 |
| Denver | 5,961 | 7,953 | 8,434 |
| Total | 397,764 | 382,619 | 356,126 |
| SHEEP. | | | |
| Chicago | 70,445 | 59,521 | 53,740 |
| Kansas City | 32,233 | 38,279 | 25,532 |
| Omaha | 43,419 | 43,562 | 34,435 |
| St. Louis | 5,392 | 5,990 | 4,939 |
| St. Joseph | 27,109 | 29,184 | 26,387 |
| Sioux City | 11,054 | 13,558 | 7,725 |
| Wichita | 1,377 | 1,911 | 1,676 |
| Fort Worth | | 4,828 | 10,011 |
| Philadelphia | 6,808 | 6,617 | 3,890 |
| Indianapolis | 826 | 831 | 247 |
| New York & Jersey City | 67,064 | 67,577 | 42,534 |
| Oklahoma City | 422 | 196 | 221 |
| Cincinnati | 1,747 | 1,701 | 738 |
| Denver | 4,529 | 4,537 | 4,490 |
| Total | 272,325 | 278,508 | 216,484 |

May 17, 1930.

THE NATIONAL PROVISIONER

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RECEIPTS AT CENTERS

SATURDAY, MAY 10, 1930.

| | Cattle. | Hogs. | Sheep. |
|---------------|---------|-------|--------|
| Chicago | 300 | 8,000 | 6,000 |
| Kansas City | 250 | 2,500 | ..... |
| Omaha | 200 | 5,000 | 2,500 |
| St. Louis | 250 | 6,500 | 600 |
| St. Joseph | 150 | 8,500 | 2,000 |
| Sioux City | 1,000 | 3,000 | 700 |
| St. Paul | 200 | 600 | 25 |
| Oklahoma City | ..... | 300 | ..... |
| Fort Worth | 50 | 200 | 1,000 |
| Milwaukee | ..... | 100 | ..... |
| Denver | 550 | 100 | 1,250 |
| Louisville | 100 | 200 | ..... |
| Wichita | 100 | 1,400 | 100 |
| Indianapolis | 100 | 2,000 | 100 |
| Pittsburgh | 100 | 600 | 300 |
| Cincinnati | 100 | 900 | 100 |
| Buffalo | 100 | 500 | 100 |
| Cleveland | 100 | 500 | ..... |
| Nashville | 100 | 200 | ..... |
| Toronto | ..... | 600 | 300 |

MONDAY, MAY 12, 1930.

| | | | |
|---------------|--------|--------|--------|
| Chicago | 20,000 | 50,000 | 20,000 |
| Kansas City | 11,000 | 8,000 | 10,000 |
| Omaha | 8,500 | 8,000 | 13,000 |
| St. Louis | 4,000 | 13,000 | 1,400 |
| St. Joseph | 1,700 | 3,500 | 8,000 |
| Sioux City | 2,500 | 4,500 | 3,000 |
| St. Paul | 2,300 | 8,000 | 600 |
| Oklahoma City | 600 | 1,500 | 100 |
| Fort Worth | 3,300 | 1,800 | 5,000 |
| Milwaukee | 400 | 700 | 100 |
| Denver | 2,200 | 1,000 | 1,300 |
| Louisville | 100 | 700 | 100 |
| Wichita | 1,400 | 3,700 | 400 |
| Indianapolis | 200 | 4,000 | 100 |
| Pittsburgh | 1,400 | 4,300 | 2,400 |
| Cincinnati | 1,700 | 3,700 | 200 |
| Buffalo | 1,800 | 7,000 | 5,200 |
| Cleveland | 800 | 3,500 | 1,700 |
| Nashville | 100 | 600 | 200 |
| Toronto | 800 | 1,300 | ..... |

TUESDAY, MAY 13, 1930.

| | Cattle. | Hogs. | Sheep. |
|---------------|---------|--------|--------|
| Chicago | 4,000 | 24,000 | 20,000 |
| Kansas City | 6,000 | 9,000 | 4,000 |
| Omaha | 7,000 | 14,000 | 18,000 |
| St. Louis | 4,000 | 15,000 | 2,000 |
| St. Joseph | 2,500 | 5,500 | 6,000 |
| Sioux City | 3,000 | 7,500 | 4,500 |
| St. Paul | 2,500 | 5,000 | 1,500 |
| Oklahoma City | 1,000 | 800 | 800 |
| Milwaukee | 800 | 1,800 | 200 |
| Denver | 600 | 700 | 4,700 |
| Louisville | 100 | 400 | 200 |
| Wichita | 400 | 2,400 | 600 |
| Indianapolis | 1,200 | 6,000 | 200 |
| Pittsburgh | ..... | 500 | 300 |
| Cincinnati | 200 | 3,300 | 300 |
| Buffalo | ..... | 700 | 300 |
| Cleveland | ..... | 1,800 | 600 |
| Nashville | 100 | 500 | 200 |
| Toronto | 1,000 | 1,100 | 500 |

WEDNESDAY, MAY 14, 1930.

| | | | |
|---------------|-------|--------|--------|
| Chicago | 5,000 | 11,000 | 10,000 |
| Kansas City | 5,000 | 10,000 | 8,000 |
| Omaha | 7,000 | 18,000 | 15,000 |
| St. Louis | 2,500 | 12,500 | 1,500 |
| St. Joseph | 1,900 | 6,000 | 4,500 |
| Sioux City | 3,000 | 9,500 | 1,300 |
| St. Paul | 2,600 | 11,000 | 700 |
| Oklahoma City | 400 | 1,200 | 100 |
| Fort Worth | 1,000 | 900 | 1,800 |
| Milwaukee | 600 | 1,200 | 100 |
| Denver | 700 | 800 | 3,900 |
| Louisville | 100 | 500 | 100 |
| Wichita | 500 | 2,900 | 200 |
| Indianapolis | 1,000 | 6,000 | 200 |
| Pittsburgh | ..... | 1,500 | 1,000 |
| Cincinnati | 300 | 1,900 | 300 |
| Buffalo | 400 | 800 | 300 |
| Cleveland | 400 | 1,700 | 700 |
| Nashville | 100 | 800 | 100 |
| Toronto | 500 | 1,000 | 200 |

THURSDAY, MAY 15, 1930.

| | Cattle. | Hogs. | Sheep. |
|---------------|---------|--------|--------|
| Chicago | 6,500 | 22,000 | 13,000 |
| Kansas City | 2,000 | 7,000 | 6,000 |
| Omaha | 3,000 | 13,000 | 12,000 |
| St. Louis | 1,500 | 18,000 | 2,000 |
| St. Joseph | 600 | 5,000 | 6,500 |
| Sioux City | 2,500 | 10,500 | 2,200 |
| St. Paul | 1,900 | 5,500 | 300 |
| Oklahoma City | 400 | 1,300 | ..... |
| Fort Worth | 2,000 | 1,100 | 300 |
| Milwaukee | 500 | 1,500 | 100 |
| Denver | 1,500 | 1,600 | 500 |
| Louisville | 100 | 200 | 100 |
| Wichita | 400 | 3,000 | 200 |
| Indianapolis | 600 | 6,000 | 600 |
| Pittsburgh | ..... | 1,500 | 300 |
| Cincinnati | 300 | 2,300 | 200 |
| Buffalo | 100 | 1,200 | 800 |
| Cleveland | 400 | 1,300 | 800 |
| Nashville | 100 | 300 | 200 |
| Toronto | 800 | 700 | ..... |

FRIDAY, MAY 16, 1930.

| | | | |
|---------------|-------|--------|-------|
| Chicago | 1,500 | 18,000 | 7,000 |
| Kansas City | 500 | 6,000 | 1,000 |
| Omaha | 1,500 | 10,500 | 9,500 |
| St. Louis | 600 | 11,000 | 1,200 |
| St. Joseph | 500 | 4,000 | 3,500 |
| Sioux City | 800 | 6,500 | 1,000 |
| St. Paul | 2,300 | 9,500 | 800 |
| Oklahoma City | 500 | 1,400 | ..... |
| Fort Worth | 700 | 1,100 | 1,800 |
| Milwaukee | 300 | 1,200 | 100 |
| Denver | 4,200 | 400 | 300 |
| Wichita | 200 | 1,500 | 100 |
| Indianapolis | 400 | 6,000 | 200 |
| Pittsburgh | 25 | 3,000 | 850 |
| Cincinnati | 200 | 2,800 | 3,800 |
| Buffalo | 275 | 1,700 | 400 |
| Cleveland | 175 | 1,000 | 400 |

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, May 10, 1930, with comparisons, are reported to the National Provisioner as follows:

CHICAGO.

| | Cattle. | Hogs. | Sheep. |
|---|---|-------|--------|
| Armour and Co. | 6,641 | 179 | 34,872 |
| Swift & Co. | 5,279 | 2,063 | 24,774 |
| Morris & Co. | 1,843 | ..... | 1,636 |
| Wilson & Co. | 4,671 | 1,024 | 9,173 |
| Anglo-Amer. Prov. Co. | 1,202 | ..... | ..... |
| G. H. Hammond Co. | 1,686 | 821 | ..... |
| Libby, McNeill & Libby. | 560 | ..... | ..... |
| Brennan Packing Co., 7,019 hogs; Independent Packing Co., 596 hogs; Boyd, Lanham & Co., 357 hogs; Hygrade Food Products Corp., 2,946 hogs; Agar Packing Co., 3,833 hogs; others, 32,104 hogs. | | | |
| Total: | Cattle, 21,982; calves, 7,532; hogs, 50,442; sheep, 70,445. | | |

KANSAS CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|--------|--------|
| Armour and Co. | 2,307 | 1,208 | 8,084 | 5,249 |
| Cudahy Pkg. Co. | 2,785 | 593 | 5,379 | 7,094 |
| Fowler Pkg. Co. | ..... | ..... | ..... | ..... |
| Morris & Co. | 2,209 | 839 | 5,214 | 4,392 |
| Swift & Co. | 3,600 | 482 | 12,041 | 9,155 |
| Wilson & Co. | 3,147 | 503 | 5,986 | 6,199 |
| Others | 675 | 12 | 1,002 | 144 |
| Total | 15,367 | 3,787 | 35,706 | 32,233 |

OMAHA.

| | Cattle and calves. | Hogs. | Sheep. |
|------------------------|--------------------|--------|--------|
| Armour and Co. | 5,066 | 21,890 | 9,863 |
| Cudahy Pkg. Co. | 4,285 | 13,564 | 13,961 |
| Dold Pkg. Co. | 938 | 6,772 | ..... |
| Morris & Co. | 2,112 | 1 | 3,670 |
| Swift & Co. | 5,924 | 11,020 | 17,087 |
| Eagle Pkg. Co. | 13 | ..... | ..... |
| Geo. Hoffman & Co. | 23 | ..... | ..... |
| M. Mayerowich Pkg. Co. | 13 | ..... | ..... |
| Omaha Pkg. Co. | 78 | ..... | ..... |
| J. Rife Pkg. Co. | 2 | ..... | ..... |
| J. Roth & Sons. | 82 | ..... | ..... |
| So. Omaha Pkg. Co. | 20 | ..... | ..... |
| Lincoln Pkg. Co. | 217 | ..... | ..... |
| Morrell Pkg. Co. | 30 | ..... | ..... |
| Nagle Pkg. Co. | 160 | ..... | ..... |
| Sinclair Pkg. Co. | 474 | ..... | ..... |
| Wilson Pkg. Co. | 326 | ..... | ..... |
| Others | ..... | 21,668 | ..... |
| Total | 19,783 | 74,810 | 44,581 |

ST. LOUIS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------|---------|---------|--------|--------|
| Armour and Co. | 1,884 | 1,138 | 2,946 | 1,137 |
| Swift & Co. | 2,240 | 2,697 | 6,201 | 1,975 |
| Morris & Co. | 945 | 354 | 677 | 627 |
| East Side Pkg. Co. | 1,049 | ..... | 2,358 | ..... |
| American Pkg. Co. | 317 | 157 | 2,326 | 229 |
| Hell Pkg. Co. | ..... | ..... | 886 | ..... |
| Krey Pkg. Co. | ..... | ..... | 150 | ..... |
| Others | 3,947 | 1,344 | 14,395 | 1,272 |
| Total | 9,837 | 5,840 | 30,062 | 5,292 |

ST. JOSEPH.

| | Cattle. | Calves. | Hogs. | Sheep. |
|----------------|---------|---------|--------|--------|
| Swift & Co. | 2,498 | 576 | 12,801 | 19,400 |
| Armour and Co. | 1,484 | 408 | 5,062 | 5,154 |
| Morris & Co. | 1,435 | 147 | 7,944 | 2,555 |
| Others | 1,397 | 12 | 6,891 | 2,328 |
| Total | 6,814 | 1,143 | 32,598 | 29,437 |

SIOUX CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|--------|--------|
| Cudahy Pkg. Co. | 2,555 | 76 | 8,890 | 2,831 |
| Armour and Co. | 3,362 | 78 | 9,609 | 4,742 |
| Swift & Co. | 1,745 | 81 | 5,246 | 3,867 |
| Smith Bros. | ..... | ..... | 110 | ..... |
| Others | 2,540 | 53 | 14,233 | ..... |
| Total | 10,202 | 288 | 38,088 | 11,440 |

OKLAHOMA CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---------|---------|-------|--------|
| Morris & Co. | 1,175 | 314 | 2,967 | 145 |
| Wilson & Co. | 1,046 | 337 | 3,235 | 164 |
| Others | 142 | ..... | 791 | ..... |
| Total | 2,363 | 651 | 6,993 | 309 |
| Not including 267 cattle and 113 sheep bought direct. | | | | |

WICHITA.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---------|---------|--------|--------|
| Cudahy Pkg. Co. | 725 | 312 | 5,660 | 1,342 |
| Jacob Dold Co. | 670 | 41 | 4,036 | 35 |
| Fred W. Dold | 69 | ..... | 413 | ..... |
| Dunn-Ostertag | 111 | ..... | ..... | ..... |
| Keefe-Le Sturgeon | 20 | ..... | ..... | ..... |
| Wichita D. B. Co. | 13 | ..... | ..... | ..... |
| Total | 1,608 | 373 | 10,109 | 1,377 |
| Not including 6,509 hogs bought direct. | | | | |

DENVER.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------|---------|---------|-------|--------|
| Swift & Co. | 132 | 8 | 795 | 195 |
| Armour and Co. | 136 | 26 | 377 | 1,680 |
| Blayney-Murphy Co. | 75 | 51 | 849 | ..... |
| Others | 167 | 94 | 363 | 659 |
| Total | 510 | 179 | 2,384 | 2,543 |

ST. PAUL.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|--------|--------|
| Armour and Co. | 2,321 | 3,520 | 11,200 | 1,468 |
| Cudahy Pkg. Co. | 440 | 1,157 | ..... | 63 |
| Swift & Co. | 3,630 | 5,231 | 16,755 | 1,777 |
| United Pkg. Co. | 1,651 | 82 | ..... | ..... |
| Others | 988 | 29 | 8,592 | ..... |
| Total | 9,030 | 10,019 | 36,547 | 3,308 |

MILWAUKEE.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------------------|---------|---------|-------|--------|
| Plankinton Pkg. Co. | 1,638 | 7,224 | 6,830 | 477 |
| U.D.B. Co., N. Y. | 53 | ..... | ..... | ..... |
| The Layton Co. | ..... | ..... | 602 | ..... |
| R. Gumz & Co. | 105 | 20 | 74 | ..... |
| Armour and Co., Milwaukee | 554 | 3,045 | ..... | ..... |
| Hilgemeyer Bros. | 35 | ..... | ..... | ..... |
| Cudahy Bros. Co. | 10 | ..... | ..... | ..... |
| Others | 667 | 344 | 129 | 79 |
| Total | 3,062 | 11,233 | 7,635 | 556 |

INDIANAPOLIS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------------|---------|---------|--------|--------|
| Foreign | 833 | 1,492 | 7,630 | 846 |
| Kingman & Co. | 1,039 | 847 | 10,894 | 362 |
| Armour and Co. | 397 | 156 | 1,508 | ..... |
| Indianapolis Abt. Co. | 772 | 174 | 421 | 119 |
| Hilgemeyer Bros. | 5 | ..... | 990 | ..... |
| Brown Bros. | 88 | 30 | 175 | ..... |
| Schussler Pkg. Co. | 48 | ..... | 303 | ..... |
| Riverview Pkg. Co. | 12 | ..... | 119 | ..... |
| Meier Pkg. Co. | 102 | 11 | 317 | ..... |
| Ind. Prov. Co. | 32 | 12 | 246 | ..... |
| Maas Hartman Co. | 24 | 10 | ..... | ..... |
| Art Wabnitz | 11 | 43 | ..... | 36 |
| Hoosier Abt. Co. | 13 | ..... | ..... | ..... |
| Others | 428 | 90 | 227 | 65 |
| Total | 3,804 | 2,874 | 22,800 | 1,428 |

CINCINNATI.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---|---------|---------|--------|--------|
| C. A. Freund | ..... | ..... | ..... | 1 |
| S. W. Gall's Sons | ..... | 7 | ..... | 273 |
| J. Hilberg & Son. | 74 | ..... | ..... | 83 |
| Gus. Juengling | 112 | 153 | ..... | 63 |
| E. Kahn's Sons Co. | 1,057 | 467 | 5,975 | 397 |
| Kroger G. & B. Co. | 43 | 157 | 995 | ..... |
| J. Lohrey Pkg. Co. | 32 | 12 | 227 | ..... |
| Wm. G. Behn's Sons | 144 | 60 | ..... | 20 |
| A. Sander Pkg. Co. | 7 | ..... | 1,083 | ..... |
| J. Schlachter's Sons | 164 | 274 | ..... | 108 |
| J. & F. Schroth Co. | 21 | ..... | 3,201 | ..... |
| John F. Stagner | 22 | 166 | ..... | 54 |
| J. Vogel & Son. | 9 | 5 | 381 | ..... |
| Ideal Pkg. Co. | ..... | ..... | 509 | ..... |
| Others | 15 | ..... | 2,052 | ..... |
| Foreign | 113 | 726 | 3,863 | 639 |
| Total | 1,984 | 2,015 | 18,286 | 1,708 |
| Not including 649 cattle, 6,325 hogs and 417 sheep bought direct. | | | | |

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended May 10, 1930, with comparisons:

CATTLE.

| | Week ended May 10. | Prev. week. | Cor. |
|---------------|--------------------|-------------|---------|
| Chicago | 21,982 | 23,829 | 19,354 |
| Kansas City | 15,367 | 12,463 | 13,944 |
| Omaha | 19,783 | 19,075 | 21,610 |
| St. Louis | 9,837 | 8,165 | 8,262 |
| St. Joseph | 6,814 | 5,885 | 6,281 |
| Sioux City | 10,202 | 10,595 | 9,759 |
| Oklahoma City | 2,363 | 2,188 | 2,283 |
| Wichita | 1,608 | 1,475 | 1,486 |
| Denver | 510 | 2,617 | 4,699 |
| St. Paul | 9,030 | 11,163 | 9,975 |
| Milwaukee | 3,062 | 3,270 | 3,189 |
| Indianapolis | 3,804 | 4,090 | 4,295 |
| Cincinnati | 1,984 | 2,445 | 1,797 |
| Total | 106,346 | 107,860 | 108,934 |

HOGS.

| | Week ended May 10. | Prev. week. | Cor. |
|---------------|--------------------|-------------|---------|
| Chicago | 50,442 | 52,765 | 56,735 |
| Kansas City | 35,706 | 21,428 | 23,378 |
| Omaha | 74,810 | 62,445 | 48,010 |
| St. Louis | 30,062 | 36,681 | 28,628 |
| St. Joseph | 32,598 | 26,962 | 23,927 |
| Sioux City | 38,088 | 39,201 | 31,484 |
| Oklahoma City | 6,993 | 5,918 | 8,159 |
| Wichita | 10,109 | 8,192 | 9,435 |
| Denver | 2,384 | 6,776 | 9,190 |
| St. Paul | 36,547 | 46,971 | 33,355 |
| Milwaukee | 7,635 | 9,326 | 9,870 |
| Indianapolis | 22,800 | 30,621 | 33,162 |
| Cincinnati | 18,286 | 20,262 | 13,360 |
| Total | 366,460 | 367,518 | 328,893 |

SHEEP.

| | Week ended May 10. | Prev. week. | Cor. |
|---------------|--------------------|-------------|---------|
| Chicago | 70,445 | 59,526 | 53,740 |
| Kansas City | 32,233 | 36,747 | 25,532 |
| Omaha | 44,581 | 47,832 | 30,988 |
| St. Louis | 5,292 | 5,896 | 4,839 |
| St. Joseph | 29,437 | 32,907 | 29,309 |
| Sioux City | 11,440 | 14,853 | 7,355 |
| Oklahoma City | 309 | 86 | 221 |
| Wichita | 1,377 | 1,911 | 1,676 |
| Denver | 2,543 | 26,081 | 15,615 |
| St. Paul | 3,308 | 5,490 | 3,793 |
| Milwaukee | 556 | 767 | 697 |
| Indianapolis | 1,428 | 2,124 | 1,900 |
| Cincinnati | 1,708 | 905 | 1,164 |
| Total | 204,637 | 235,156 | 176,828 |

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--|---------|---------|---------|--------|
| Mon., May 5 | 16,494 | 1,915 | 41,798 | 20,580 |
| Tues., May 6 | 9,432 | 3,690 | 25,655 | 16,451 |
| Wed., May 7 | 8,902 | 2,858 | 15,089 | 12,296 |
| Thurs., May 8 | 6,171 | 2,849 | 16,900 | 16,906 |
| Fri., May 9 | 1,441 | 469 | 14,728 | 13,599 |
| Sat., May 10 | 300 | 200 | 8,000 | 6,000 |
| This week | 43,740 | 11,951 | 122,120 | 85,635 |
| Previous week | 46,978 | 14,845 | 129,502 | 91,423 |
| Year ago | 40,888 | 20,070 | 105,811 | 77,425 |
| Two years ago | 43,205 | 17,105 | 115,037 | 78,624 |
| Total receipts for month and year to May 10, with comparisons: | | | | |

SHIPMENTS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------|---------|---------|--------|--------|
| Mon., May 5 | 3,450 | 20 | 7,415 | 5,503 |
| Tues., May 6 | 2,507 | 20 | 6,805 | 3,502 |
| Wed., May 7 | 2,619 | 25 | 1,113 | 2,469 |
| Thurs., May 8 | 2,718 | 5 | 3,007 | 3,155 |
| Fri., May 9 | 1,018 | 1 | 5,187 | 1,206 |
| Sat., May 10 | 100 | ..... | 1,000 | 2,000 |
| This week | 12,403 | 71 | 24,527 | 17,538 |
| Previous week | 14,508 | 72 | 26,656 | 32,180 |
| Year ago | 12,746 | 531 | 21,140 | 29,238 |
| Two years ago | 12,536 | 257 | 27,996 | 28,052 |

| | Cattle. | Calves. | Hogs. | Sheep. |
|-------------|---------|---------|-----------|-----------|
| Mon., May 5 | 51,043 | 58,291 | 728,389 | 812,690 |
| Calves | 16,011 | 31,056 | 222,723 | 305,118 |
| Hogs | 168,700 | 147,376 | 2,468,750 | 3,239,535 |
| Sheep | 124,940 | 107,567 | 1,525,830 | 1,246,181 |

| | Cattle. | Hogs. | Sheep. | Lambs. |
|-------------------|---------|---------|---------|---------|
| Week ended May 10 | \$11.40 | \$10.10 | \$ 5.25 | \$10.30 |
| Previous week | 11.45 | 9.95 | 5.10 | 9.50 |
| 1929 | 13.60 | 11.05 | 6.35 | 14.55 |
| 1928 | 13.15 | 9.95 | 8.35 | 15.90 |
| 1927 | 11.10 | 8.70 | 8.00 | 15.60 |
| 1926 | 9.30 | 12.80 | 8.50 | 14.70 |
| 1925 | 10.10 | 11.65 | 7.90 | 14.50 |

Av. 1925-1929 \$11.45 \$11.05 \$ 7.75 \$15.05

| | Cattle. | Hogs. | Sheep. |
|--------------------|---------|---------|--------|
| *Week ended May 10 | 31,300 | 98,400 | 68,800 |
| Previous week | 32,470 | 102,846 | 59,243 |
| 1929 | ..... | ..... | ..... |
| 1928 | 30,669 | 87,098 | 50,572 |
| 1927 | 30,718 | 115,489 | 52,199 |

*Saturday, May 10, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.
Receipts, average weights and tops and average prices of hogs, with comparisons.

| | No. | Avg. | Prices— | |
|--------------------|---------|------|---------|---------|
| | Rec'd. | Wgt. | Top. | Avg. |
| *Week ended May 10 | 122,102 | 234 | \$10.45 | \$10.10 |
| Previous week | 129,550 | 232 | 10.30 | 9.95 |
| 1929 | 105,811 | 241 | 11.70 | 11.05 |
| 1928 | 115,037 | 232 | 10.45 | 9.95 |
| 1927 | 138,058 | 246 | 10.35 | 9.70 |
| 1926 | 121,680 | 249 | 14.10 | 12.80 |
| 1925 | 110,891 | 233 | 12.65 | 11.65 |
| Avg. 1925-1929 | 118,300 | 240 | \$11.85 | \$11.05 |

HOG WEIGHTS AND COSTS.

The average weight and cost of hogs, computed on packer and shipper purchases, as reported for March, 1930, with comparisons, by the U. S. Bureau of Agricultural Economics are given as follows:

| | —1930.— | | —1929.— | | —1930.— | | —1929.— | |
|-----------------|---------|--------|---------|--------|---------|--------|---------|--------|
| | Per | Per | Per | Per | Per | Per | Per | Per |
| | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| | Lbs. | Lbs. | Lbs. | Lbs. | Lbs. | Lbs. | Lbs. | Lbs. |
| CHICAGO. | | | | | | | | |
| Jan. .. | 228 | \$9.78 | 228 | \$9.22 | 206 | \$9.82 | 203 | \$9.07 |
| Feb. .. | 231 | 10.67 | 228 | 10.19 | 208 | 10.71 | 205 | 10.05 |
| Mar. .. | 235 | 10.17 | 238 | 11.44 | 206 | 10.44 | 206 | 11.25 |
| Year .. | 239 | 10.16 | 239 | 10.16 | 204 | 10.39 | | |

| | —1930.— | | —1929.— | | —1930.— | | —1929.— | |
|------------------------|---------|--------|---------|--------|---------|--------|---------|--------|
| | Per | Per | Per | Per | Per | Per | Per | Per |
| | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| | Lbs. | Lbs. | Lbs. | Lbs. | Lbs. | Lbs. | Lbs. | Lbs. |
| EAST ST. LOUIS. | | | | | | | | |
| Jan. .. | 228 | \$9.78 | 228 | \$9.22 | 206 | \$9.82 | 203 | \$9.07 |
| Feb. .. | 231 | 10.67 | 228 | 10.19 | 208 | 10.71 | 205 | 10.05 |
| Mar. .. | 235 | 10.17 | 238 | 11.44 | 206 | 10.44 | 206 | 11.25 |
| Year .. | 239 | 10.16 | 239 | 10.16 | 204 | 10.39 | | |

| | —1930.— | | —1929.— | | —1930.— | | —1929.— | |
|---------------------|---------|--------|---------|--------|---------|--------|---------|--------|
| | Per | Per | Per | Per | Per | Per | Per | Per |
| | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| | Lbs. | Lbs. | Lbs. | Lbs. | Lbs. | Lbs. | Lbs. | Lbs. |
| KANSAS CITY. | | | | | | | | |
| Jan. .. | 232 | \$9.55 | 242 | \$8.80 | 247 | \$9.48 | 237 | \$8.84 |
| Feb. .. | 234 | 10.34 | 242 | 9.91 | 248 | 10.11 | 239 | 9.83 |
| Mar. .. | 232 | 9.88 | 244 | 11.01 | 251 | 9.96 | 252 | 11.04 |
| Year .. | 231 | 10.03 | 231 | 10.03 | 255 | 9.84 | | |

| | —1930.— | | —1929.— | | —1930.— | | —1929.— | |
|------------------|---------|--------|---------|--------|---------|--------|---------|--------|
| | Per | Per | Per | Per | Per | Per | Per | Per |
| | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| | Lbs. | Lbs. | Lbs. | Lbs. | Lbs. | Lbs. | Lbs. | Lbs. |
| ST. PAUL. | | | | | | | | |
| Jan. .. | 225 | \$9.55 | 224 | \$8.77 | 215 | \$9.38 | 216 | \$8.42 |
| Feb. .. | 230 | 10.24 | 225 | 9.94 | 218 | 9.68 | 209 | 9.41 |
| Mar. .. | 226 | 9.79 | 229 | 11.08 | 212 | 9.24 | 206 | 10.05 |
| Year .. | 234 | 9.08 | 234 | 9.08 | 207 | 9.85 | | |

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, May 15, 1930, as reported to THE NATIONAL PROVISIONER by direct wire of the U. S. Bureau of Agricultural Economics:

| | CHICAGO. | E. ST. LOUIS. | OMAHA. | KANS. CITY. | ST. PAUL. |
|---|----------------|----------------|---------------|---------------|---------------|
| Hogs (Soft or oily hogs and roasting pigs excluded): | | | | | |
| Hvy. wt. (250-350 lbs.) med-ch.. | \$ 9.65@10.10 | \$ 9.60@10.10 | \$ 9.10@ 9.70 | \$ 9.30@ 9.75 | \$ 9.00@ 9.65 |
| Med. wt. (200-250 lbs.) med-ch.. | 9.75@10.30 | 9.85@10.20 | 9.50@ 9.75 | 9.45@ 9.85 | 9.35@ 9.85 |
| Lt. wt. (150-200 lbs.) med-ch.. | 9.75@10.30 | 9.85@10.20 | 9.35@ 9.75 | 9.40@ 9.85 | 9.50@ 9.85 |
| Lt. lt. (130-150 lbs.) com-ch.. | 9.50@10.25 | 9.50@10.15 | 9.00@ 9.75 | 9.00@ 9.75 | 9.50@ 9.85 |
| Packing sows, smooth and rough. | 8.90@ 9.65 | 8.85@ 9.15 | 8.75@ 9.00 | 8.50@ 9.10 | 8.50@ 9.00 |
| Sitr. pigs (130 lbs. down) med-ch. | 9.00@10.00 | 8.75@ 9.75 | 8.50@ 9.50 | 8.50@ 9.50 | 9.50@ 9.75 |
| Av. cost & wt. Thru. (pigs excl.). | 10.08-243 lbs. | 10.04-212 lbs. | 9.50-254 lbs. | 9.06-219 lbs. | 9.50-240 lbs. |
| Slaughter Cattle and Calves: | | | | | |
| STEERS (1,500 LBS. UP): | | | | | |
| Good-ch.. | 12.00@14.50 | | | | |
| STEERS (1,300-1,500 LBS.): | | | | | |
| Choice .. | 13.50@14.25 | 12.50@13.50 | 12.50@13.50 | 12.00@13.50 | 12.25@13.25 |
| Good .. | 11.75@13.50 | 11.25@12.50 | 11.25@12.50 | 10.75@12.00 | 11.25@12.25 |
| STEERS (1,100-1,300 LBS.): | | | | | |
| Choice .. | 13.25@14.00 | 12.25@13.25 | 12.25@13.25 | 11.75@13.00 | 12.00@13.00 |
| Good .. | 11.50@13.25 | 11.00@12.25 | 10.75@12.25 | 10.25@12.00 | 10.75@12.25 |
| STEERS (950-1,000 LBS.): | | | | | |
| Choice .. | 12.75@13.75 | 12.00@13.00 | 11.75@13.00 | 11.50@13.00 | 12.00@13.00 |
| Good .. | 11.00@12.75 | 10.75@12.25 | 10.25@12.25 | 9.75@11.75 | 10.50@12.00 |
| STEERS (800 LBS. UP): | | | | | |
| Medium .. | 9.75@11.50 | 9.25@11.25 | 9.25@11.25 | 8.75@10.75 | 9.25@11.25 |
| Common .. | 7.50@ 9.75 | 7.50@ 9.25 | 7.50@ 9.25 | 7.75@ 8.75 | 7.50@ 9.25 |
| STEERS (FED CALVES AND YEARLINGS) (750-950 LBS.): | | | | | |
| Choice .. | 12.75@13.50 | 12.00@13.00 | 11.75@13.00 | 11.50@12.75 | 11.75@13.00 |
| Good .. | 11.00@12.75 | 10.50@12.00 | 10.00@11.75 | 9.75@11.50 | 10.25@11.75 |
| HEIFERS (850 LBS. DOWN): | | | | | |
| Choice .. | 10.75@11.85 | 10.25@12.00 | 10.50@11.50 | 10.25@11.75 | 10.50@11.75 |
| Good .. | 9.75@10.75 | 9.25@10.75 | 8.75@10.50 | 8.75@10.75 | 9.00@10.50 |
| Common-med.. | 7.00@ 9.75 | 7.00@ 9.50 | 6.75@ 9.50 | 7.00@ 9.50 | 7.00@ 9.00 |
| COWS: | | | | | |
| Choice .. | 9.75@11.50 | 9.50@11.25 | 9.50@11.25 | 9.50@11.00 | 9.25@11.25 |
| Good .. | 8.75@11.00 | 8.50@10.25 | 8.50@10.50 | 8.00@10.25 | 8.50@10.50 |
| Common-med.. | 7.50@ 9.75 | 7.50@ 9.25 | 7.50@ 9.50 | 7.50@ 8.75 | 7.00@ 9.25 |
| Low cutter and cutter .. | 8.75@ 9.75 | 8.50@ 9.50 | 8.75@ 9.50 | 8.50@ 9.50 | 8.50@ 9.25 |
| HEIFERS (850 LBS. UP): | | | | | |
| Choice .. | 7.25@ 8.75 | 7.50@ 8.50 | 7.50@ 8.75 | 7.50@ 8.50 | 7.40@ 8.50 |
| Good .. | 5.75@ 7.25 | 6.00@ 7.50 | 6.00@ 7.50 | 6.00@ 7.50 | 6.00@ 7.40 |
| Medium .. | 4.25@ 5.75 | 3.75@ 6.00 | 4.00@ 6.00 | 4.25@ 6.00 | 4.00@ 6.00 |
| BULLS (YEARLINGS EXC.): | | | | | |
| Beef, good-ch.. | 7.25@ 9.00 | 7.75@ 8.75 | 6.75@ 8.25 | 7.00@ 8.25 | 6.75@ 8.25 |
| Cutter-med.. | 6.00@ 7.65 | 6.00@ 7.75 | 5.75@ 7.75 | 5.50@ 7.00 | 6.00@ 7.00 |
| CALVES (500 LBS. DOWN): | | | | | |
| Medium-ch.. | 7.50@ 9.50 | 7.50@11.00 | 8.00@11.00 | 7.50@11.50 | 7.50@ 9.75 |
| Cull-common .. | 6.50@ 7.50 | 5.00@ 7.50 | 5.00@ 8.00 | 5.00@ 7.50 | 5.50@ 7.50 |
| VEALERS (MILK-FED): | | | | | |
| Good-ch.. | 10.50@13.00 | 10.00@11.50 | 10.50@13.50 | 9.00@12.00 | 9.00@12.00 |
| Medium .. | 8.50@10.50 | 7.50@10.00 | 8.50@10.50 | 7.50@ 9.00 | 7.50@ 9.00 |
| Cull-common .. | 6.00@ 8.50 | 4.00@ 7.50 | 5.00@ 8.50 | 5.00@ 7.50 | 5.00@ 7.00 |
| Slaughter Sheep and Lambs: | | | | | |
| SPRING LAMBS: | | | | | |
| Good-ch.. | 10.35@11.50 | 10.75@11.75 | 10.25@10.60 | 9.50@10.50 | |
| Medium .. | 9.25@10.35 | 9.75@10.75 | 9.50@10.25 | 8.50@ 9.50 | |
| Cull-common .. | 8.25@ 9.25 | 8.50@ 9.75 | 8.50@ 9.50 | 7.50@ 8.50 | |
| Lambs (84 lbs. down): | | | | | |
| Good-ch.. | 8.85@ 9.75 | 8.75@ 9.75 | 8.25@ 8.65 | 8.25@ 9.10 | 8.50@ 9.25 |
| Medium .. | 8.25@ 8.85 | 8.25@ 8.75 | 7.75@ 8.25 | 7.75@ 8.25 | 8.00@ 8.50 |
| (All weights)—Common .. | 7.50@ 8.25 | 6.75@ 8.25 | 7.00@ 7.75 | 6.25@ 7.50 | 7.00@ 8.00 |
| Yearling Wethers: (110 lbs. down)—Med.-ch.. | 6.75@ 8.25 | 6.50@ 8.00 | 6.25@ 7.25 | 6.25@ 7.75 | 6.25@ 7.75 |
| Ewes: (120 lbs. down)—Med.-ch.. | 4.25@ 5.75 | 4.25@ 5.25 | 4.25@ 5.50 | 4.00@ 5.10 | 4.00@ 5.50 |
| (120-150 lbs.)—Med.-ch.. | 4.00@ 5.50 | 4.00@ 5.25 | 4.00@ 5.25 | 3.75@ 5.00 | 3.75@ 5.50 |
| (All weights)—Cull-common.. | 2.00@ 4.25 | 1.75@ 4.25 | 2.00@ 4.25 | 2.00@ 4.00 | 1.75@ 4.00 |

*Spring lambs excepted, all quotations on shorn basis.

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at nine centers during the week ended Friday, May 9, 1930:

| | Week ended May 9. | Prev. week. | Cor. week, 1929. |
|-------------------------|-------------------|-------------|------------------|
| Chicago | 111,801 | 116,800 | 101,072 |
| Kansas City, Kan. | 63,788 | 40,212 | 35,932 |
| Omaha | 50,350 | 31,131 | 35,542 |
| *St. Louis | 60,278 | 57,991 | 55,588 |
| Sioux City | 25,095 | 23,786 | 19,517 |
| St. Paul | 38,967 | 46,672 | 30,906 |
| St. Joseph, Mo. | 20,734 | 19,451 | 20,500 |
| Indianapolis | 18,902 | 21,096 | 21,318 |
| New York and J. C. | 26,349 | 29,544 | 31,628 |

*Includes East St. Louis, Ill.

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended May 10, 1930, are officially reported by the U. S. Bureau of Agricultural Economics:

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------------|--------------|---------------|---------------|---------------|
| Jersey City | 4,203 | 8,283 | 348 | 28,018 |
| Central Union | 1,769 | 1,822 | ... | 20,148 |
| New York | 527 | 4,951 | 20,864 | 13,897 |
| Total | 6,499 | 15,056 | 21,212 | 62,063 |
| Previous week | 7,777 | 15,305 | 20,304 | 57,836 |
| Two weeks ago | 7,533 | 15,917 | 21,843 | 49,417 |

THE WEEK IN HOG FUTURES.

Transactions in the hog future market are reported by the Chicago Live-stock Exchange for the week ended May 16, 1930, with totals from the opening of future trading on March 1, 1930, to date, as follows:

| | Week ended May 16. | Totals to May 16. |
|---------------------------|--------------------|-------------------|
| Pounds sold | 214,500 | 6,237,000 |
| Hogs sold | 936 | 27,216 |
| Contracts sold | 13 | 378 |
| Contracts open | 117 | (Prev. wk.) 115 |
| Contracts delivered | 5 | 78 |
| Hogs delivered | 429 | 5,272 |

Daily closing quotations for the week ended May 16, 1930, were as follows:

| | Light.* | Med. | Heavy. | Un-even. |
|---------------------------------|---------|------|--------|----------|
| TO ARRIVE (7 days): | | | | |
| May | ... | ... | ... | ... |
| June | ... | ... | ... | ... |
| July | ... | ... | ... | ... |
| Sept. | ... | ... | ... | ... |
| MONDAY, MAY 12, 1930. | | | | |
| May | ... | ... | ... | ... |
| June | ... | ... | ... | ... |
| July | ... | ... | ... | ... |
| Sept. | ... | ... | ... | ... |
| TUESDAY, MAY 13, 1930. | | | | |
| May | ... | ... | ... | ... |
| June | ... | ... | ... | ... |
| July | ... | ... | ... | ... |
| Sept. | ... | ... | ... | ... |
| WEDNESDAY, MAY 14, 1930. | | | | |
| May | ... | ... | ... | ... |
| June | ... | ... | ... | ... |
| July | ... | ... | ... | ... |
| Sept. | ... | ... | ... | ... |
| THURSDAY, MAY 15, 1930. | | | | |
| May | ... | ... | ... | ... |
| June | ... | ... | ... | ... |
| July | ... | ... | ... | ... |
| Sept. | ... | ... | ... | ... |
| FRIDAY, MAY 16, 1930. | | | | |
| May | ... | ... | ... | ... |
| June | ... | ... | ... | ... |
| July | ... | ... | ... | ... |
| Sept. | ... | ... | ... | ... |

One load specials, 350-lb. weights, sold \$9.85 to arrive May 17.

*Light hogs—not less than 170 lbs., nor more than 210 lbs. Medium hogs—not less than 210 lbs., nor more than 260 lbs. Heavy hogs—not less than 260 lbs., nor more than 310 lbs. Un-even weight hogs—averaging not less than 200 lbs., nor more than 280 lbs.; excludes hogs weighing under 160 lbs., or more than 350 lbs. Carlot—16,500 lbs., with a variation not in excess of 1,500 lbs.

APRIL FEDERAL SLAUGHTERS.

Livestock slaughtered under federal inspection at various centers in April, 1930, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------------|-----------|-----------|------------|------------|
| Baltimore | 5,008 | 1,407 | 55,122 | 410 |
| Buffalo | 7,698 | 2,876 | 67,548 | 6,671 |
| Chicago | 117,300 | 66,933 | 468,300 | 242,637 |
| Cincinnati | 11,486 | 9,618 | 75,464 | 6,022 |
| Cleveland | 5,878 | 6,397 | 54,646 | 11,684 |
| Denver | 6,657 | 1,655 | 26,902 | 23,511 |
| Detroit | 6,130 | 7,778 | 67,227 | 7,131 |
| Fort Worth | 18,291 | 8,981 | 39,577 | 25,390 |
| Indianapolis | 15,386 | 6,527 | 96,941 | 4,654 |
| Kansas City | 60,547 | 16,034 | 198,146 | 173,498 |
| Milwaukee | 13,878 | 72,927 | 101,484 | 3,760 |
| National | 24,005 | 15,394 | 92,717 | 23,231 |
| Stock Yds. | 31,007 | 64,007 | 94,708 | 219,157 |
| Omaha | 67,463 | 48,708 | 150,489 | 209,531 |
| Philadelphia | 4,747 | 6,137 | 76,737 | 15,590 |
| St. Louis | 10,628 | 8,927 | 123,416 | 4,229 |
| St. Louis City | 33,141 | 1,579 | 106,795 | 62,174 |
| Sioux City | 20,241 | 5,633 | 68,283 | 131,867 |
| South St. Joseph | 41,708 | 58,921 | 184,733 | 21,382 |
| Paul | 5,590 | 1,811 | 55,904 | 15,262 |
| Wichita | 127,651 | 84,330 | 1,243,180 | 178,330 |
| All other establishments | | | | |
| Total: | | | | |
| Apr., 1930 | 634,987 | 454,635 | 3,480,415 | 1,386,549 |
| Apr., 1929 | 662,382 | 400,297 | 3,761,230 | 1,118,935 |
| 10 mo. ended | 6,087,371 | 3,714,548 | 39,177,391 | 11,442,200 |
| 10 mo. ended | 6,971,749 | 3,755,351 | 39,610,035 | 11,450,228 |

Lighter— More Efficient—



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Quick-frozen foods—all meat products—can be economically delivered at low temperatures in truck bodies insulated with Dry-Zero—the most efficient commercial insulant known.

Because of Dry-Zero's combination of efficiency and light weight it saves from 400 to 1300 pounds of deadweight on

each insulated truck body—increasing each payload by similar amounts—reducing operating costs.

Dry-Zero cuts construction costs of refrigerated trucks. Because of its unique insulating efficiency, less refrigeration is required to maintain the desired low temperatures.

Typical Saving Made Possible by Dry-Zero—From the Files of a Leading Fleet Owner

| Truck Size Tons | Number of Trucks | Cost per Mile | Cost per Ton-Mile | Weight Saved by Dry-Zero | Yearly Average Mileage Each | Yearly Operating Cost Saved Each |
|-----------------|------------------|---------------|-------------------|--------------------------|-----------------------------|----------------------------------|
| 1 | 158 | \$.1733 | \$.1733 | 300 lbs. | 9000 | \$233.90 |
| 2 | 92 | .2367 | .1182 | 600 lbs. | 8195 | 290.60 |
| 2½-3 | 57 | .2937 | .098 | 850 lbs. | 9300 | 424.55 |
| 4 | 21 | .3255 | .0816 | 1000 lbs. | 8000 | 326.40 |
| 5 | 11 | .4123 | .08246 | 1300 lbs. | 6000 | 321.60 |

In addition, Dry-Zero is permanent, unusually resistant to moisture, odorless and free from vermin. It meets every requirement of ideal truck body insula-

tion. It is ideal, also, for shipping cases, display counters, coolers, and refrigerator cars. Write for plans and specifications for all types of insulated equipment.

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Ice and Refrigeration

Plant Cooling Notes

For the Meat Plant Employee Who Is Interested in Refrigeration.

AMMONIA SAFETY VALVES.

The ammonia safety relief valve is much maligned among certain of our plant operators. Complaints are that they will not reseal tightly after once they are opened by pressure. Inasmuch as all other forms of relief valves are successful in the performance of their duty, it would seem strange that the ammonia relief valves fail to do so.

Let us go further and say that if given an equal chance the ammonia relief valve will give just as faithful performance of its duty as relief valves operating on other gas will do. What then seems to be the cause of their failure?

Ammonia relief valves are called upon to relieve an unusual pressure through neglect to open the discharge valve on the compressor or from some unusual circumstance after long periods of inactivity. These valves are placed on a line ordinarily devoid of circulation.

The pipe leading to the relief valve affords a ready lodging place for scale and other loose foreign substances so that when the relief valve is finally called upon to function, the first breath, so to speak, it draws, it gets its lungs full of scale, pipe cuttings, sand and what not. Usually the valve has an area larger than is actually needed and therefore does not open full which will give an opening and gas velocity great enough to carry this mass through the valve, so that when the valve tries to reseal itself it comes to rest on the mass of scale. This allows the valve to leak.

Shutting down slowly on the discharge line stop valve so as to run up the pressure to a point where the relief valve will open wide up will usually clean the valve of this obstruction and cause it to seat properly. Better still, if you will install a strainer tee on the inlet side close to the relief valve it will keep foreign matter out of the valve and cause it to function properly.—Ice and Refrigeration.

PRODUCE IN COLD STORAGE.

Cold storage holdings of butter, cheese and eggs on May 1, 1930, with comparisons, as reported by the U. S. Bureau of Agricultural Economics:

| | May 1, 1930. | May 1, 1929. | 5-yr. av. |
|---------------------------|-----------------|-----------------|--------------|
| | M lbs. | M lbs. | M lbs. |
| Butter, Creamery..... | 22,948 | 5,883 | 7,139 |
| Cheese, American..... | 39,343 | 42,032 | 33,294 |
| Cheese, Swiss..... | 6,317 | 4,822 | 5,215 |
| Cheese, Brick & Munster.. | 1,086 | 1,017 | 1,277 |
| Cheese, Limburger..... | 847 | 785 | 924 |
| Cheese, all other..... | 5,438 | 5,962 | 4,992 |
| Eggs, case..... | 5,751 | 3,952 | 4,515 |
| Eggs, frozen*..... | 77,134 | 51,825 | 40,146 |

*Case equivalent based on 35 lbs. to the case. 1,421,000 cases April, 1930, and 2,204,000 cases May 1, 1930.

REFRIGERATION NOTES.

A cold storage plant is being constructed at Frederick, Okla., for the Southwestern Light & Power Co.

The cold storage plant constructed by the Salmon Flour Mills in Salmon, Ida., has been placed in operation. The plant will also manufacture ice.

It has been announced that a cold storage plant with a capacity of 200 tons will be erected in Coachello, Calif. This will be the first unit, the plans being to erect an ice plant later. The completed project will cost approximately \$100,000.

George J. Rosenthal and A. R. Vail, Fort Pierce, Fla., will construct a pre-cooling plant to cost about \$500,000. It will have a capacity of 600 cars.

A warehouse and cold storage plant to cost about \$1,250,000 will be erected in Chattanooga, Tenn., by the King-Dobbs Co.

Fire recently damaged the plant of the Independent Ice & Cold Storage Co., Pasadena, Calif., to the extent of about \$2,500.

A modern cold storage plant will be installed by the Scott-Mayer Commission Co., Hot Springs, Ark.

The Vancouver Board of Harbor Commissioners, Vancouver, British Columbia, is planning a cold storage warehouse to cost about \$1,500,000.

E. McNealey, Potosi, Mo., is planning the erection of an ice and cold storage plant.

Additional refrigerating machinery has been installed in the plant of the Alva Ice & Cold Storage Co., Alva, Okla.

A new refrigerating machine has been purchased by the C. L. Robinson Ice & Cold Storage Co., Berryville, Va.

An addition will be built to the cold storage plant of the City of Tacoma. It will be 130 by 166 ft. and will cost about \$300,000.

The Terminal Warehouse, St. Joseph, Mo., recently purchased additional refrigerating machinery for use in its plant.

The capacity of the plant of the Phoenix Products Co., Americus, Ga., has been doubled.

A contract for the construction of a 2-story building has been awarded by the Security Warehouse & Cold Storage Co., San Jose, Calif.

The construction of a pre-cooling plant to cost \$75,000 has been authorized by the stockholders of the Consolidated Orange Growers, Orange, Calif.

Plans have been made by the Kirker Ice & Cold Storage Co., Los Angeles, Calif., for extensive changes in its plant, including the construction of a cooling tower and the installation of another compressor.

TRANSPARENT CELLULOSE.

The Sylvania Industrial Corporation has opened an office at 1014 Glenn Building, corner of Spring and Marietta Streets, Atlanta, Ga., for the handling of sales of its transparent cellulose in the Southern states. This office will be in charge of André Wallach as district sales manager.

STABILIZING BUSINESS.

(Continued from page 24.)

This I mention not only because of the popular supposition that if our national wealth were more equably divided it would greatly ease the burden of every individual, but because of the other fact and factor that the chief value of capital is as a foundation for the successful employment of labor.

Its best use is to aid in giving opportunity to every able-bodied and able-minded individual better to contribute his quota of service to the necessary interchange on which the modern social order rests.

Capital Division Returns.

The second figure is equally interesting. There were about 11,000 persons, according to the most recent government report, showing incomes in excess of \$100,000. This does not, of course, imply that this was all derived from invested capital, but represents earnings, profits, or income from whatever source derived; earnings which in the year following may have been transposed into losses.

However, if this group of the great incomes of the country were completely subdivided, it would yield not more than 6½ cents per day per capita. Therefore, the Utopia of pictured ease arising from the re-distribution of income upon our total national wealth is wholly without economic foundation as a source of substantial contribution to the cost of living.

It places in still higher relief the necessity for perfecting our exchanges of services each for the other.

Profits on Turnover.

All the great businesses of the nation—those which are fundamental to its life—make earnings on turn-overs of from 1 to 3 per cent; certainly not as high an average as 3 per cent. We know therefore that from 97 to 99 per cent of the money represented by the 1 to 3 per cent turnover profit has first been paid out for goods and services which have become a first charge upon the industry.

There is, of course, no such thing as raw material when once the hand of man has moved it. Ore is the finished product of the miner. Metal is the finished product of the smelter; and metal in turn is the raw material of hundreds of industries through which refinement is carried higher.

Our freight rates are but payment for the use of crystallized labor which has built the railroads and the trains which carry our merchandise.

Agricultural Overproduction.

The whole nation is interested in agricultural products. It is the chief national problem other than the question of general industrial employment.

Our statistics indicate that we have been producing an excess of farm products. This is not the result of an in-

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crease in the farm population but of an increasing supply of highly efficient machinery and perhaps a more scientific use of the soil. One man is now doing much more work on the farm through the use of improved machinery and methods.

In the early days of the colonists the Ohio Valley, because of its fine soil, high production of crops and low-cost land, created an agricultural problem for the farmers of the Atlantic coast.

A war days surplus and its handling may illuminate the point.

At the close of the war the farmers of the United States produced a hog crop of some 6,000,000 additional animals. This was in response to the request of the United States Food Administration, of which President Hoover was then chief.

Controlling a War-time Surplus.

The marketing of this crop had just begun when the armistice was signed. A smash in the price of hogs was feared. The swine raisers began rushing their stock to market in an endeavor to secure its sale before the anticipated price break should occur.

This marketing rush of course created the very means for destroying the market and bringing about the break which the producers feared.

It was met by the then Food Administrator by means of an arrangement with the Railroad Administration which at his request placed partial embargoes on the excess flood of hogs to the primary markets of the country.

It was an artificial means of retarding an excessive market supply. This method reduced the flood and leveled

out the inflow until it matched consumption. When control of export prices was withdrawn from the Food Administration, the hog supply had been so far marketed that when full decontrol was established the price of hogs advanced.

It advanced so much as the result of a world speculative movement that the public automatically chose lower-cost foods. This was a world buyers' strike against the higher-than-war prices.

Speculative Bubble Costly.

The speculative bubble burst. It cost the farmers and packers of this country a great sum of money.

Had the price at which hogs were stabilized at the time of the armistice remained, there would have been a normal market decline and a natural increase in consumption which would have stabilized the market; and the extremely high price, which temporarily destroyed consumption and which was replaced by a price disproportionately low, would not have occurred.

The principle of orderly marketing would have operated and the extreme of both high and low prices would have been avoided.

The net result to the farmers and the packers of the country would have been much more advantageous.

The Food Administrator was able to deal with the situation because he was able to operate with the law of supply and demand and merely reduced the overflow of supply until the demand was able to support it without his aid.

Must Adjust Supply to Demand.

Three boys on a teeter-board might illustrate the situation. On a well

balanced teeter-board with a boy at either end and another sitting in the middle, the center boy control can move the teeter-board up and down from his position on the fence and can do so at will so long as the boys at either end are in good balance.

The Food Administration was able to handle the hog crop with success so long as it could adjust the supply to the demand. This artificial reduction of supply was in the nature of things but temporary. It was, however, accomplished without legislation or taxation.

Of course, one can not stabilize any commodity in the presence of an indigestible surplus. What would automobiles be worth if there were a sudden increase of 25 per cent in production beyond normal consumption?

A 95 per cent supply against a normal 100 per cent demand will spell prosperity for the producer. It is a sellers' market. But a 105 per cent supply against a 100 per cent demand creates a buyers' market with competition among producers to get rid of their product.

Losses of Over-Production.

The U. S. Department of Agriculture recently pointed out as a result of its own studies that a market supply of 40,000,000 hogs sold for \$1,200,000,000, whereas a crop 25 per cent greater, or 50,000,000 hogs, sold for but \$950,000,000—a quarter of a billion dollars less for 10,000,000 additional hogs. This is eloquent in its implications.

Our Farm Board must necessarily struggle with this principle. They can perform a great service in orderly marketing if they are able to work the

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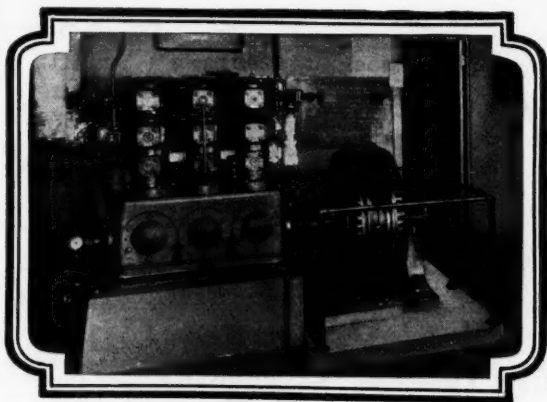
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teeter-board. Of course, they can not change economic laws. But perhaps they can, as the Food Administrator did, become a successful factor in its normal operation.

Will not the problem turn on that which is done by the producers?

If a 110 per cent crop is produced then the Farm Board may have a situation which cannot be controlled. If crops beyond the international stomach demand are grown, how can the price situation be controlled, except by the unthinkable destruction of surplus or through its possible conversion into non-competitive materials?

In trying to discuss certain aspects of the food problem at last summer's conference at Williamstown, I gave some illustrations of the practical side of the meat food supply problem and made reference to the hog embargo control which I have just mentioned.

Price Control and Production.

An eminent professor, during the question-box period, asked why the wheat surplus could not be controlled by control of acreage. The obvious answer was that even though acreage reduction could be controlled, there must also be the factors of sun, rain and temperature to consider.

Another educator of prominence, who also happened to be a ranch owner in the Middle West, said that he had tried to make his own contribution to the solving of the problem by cutting his acreage 10 per cent in the preceding year. The crop in his section proved so good, however, that he raised more wheat on his reduced acreage than on the full acreage of the preceding year.

It is obvious that no price situation can be controlled finally in the presence of an indigestible surplus of production. The unprofitable sale of the excess destroys the profit of the producers, whether it is hogs or wheat or manufactured goods. This reacts upon both employer and employee.

Disorderly Marketing of Labor.

It has been said that the cure for the evils of democracy is more democracy.

The complexity of our interchange of services has developed with the growth of our democracy.

Despite the steady rise in standards of living comfort, the recurring fear-cloud of unemployment overshadows every home lacking material reserves of savings or income.

It is the potential business tragedy of the employee. Is it the outstanding failure of our economic system?

I do not know what measures the government or the United States Chamber of Commerce or the Department of Labor, as distinguished from the other departments of the government, may at this time be taking with respect to separate treatment of the matter. But in good conscience we ought to recognize the inadequacy of this element of our present provisions after years of inconclusive discussion which has milled about the problem but has not solved it.

Significance of Unemployment.

The census will, I understand, provide statistical information with reference to unemployment; but to gather statistics and publish them will merely continue along present lines. We now trust primarily to private profit-making em-

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ployment agencies with their closely limited field and purely profit-making interest in the problem.

In any event, we must not forget that every unit in the figures showing unemployed persons has a high social significance and represents a man or a woman out of a job.

Someone pays the price of every piece of machinery which displaces hand labor. A machine which lowers production costs makes possible the possession and use of a product at a lower price and an increase in the standards and comforts of living; but it spells tragedy for the displaced employee.

When the sawmill was invented, the pit-sawyers burned the sawmills.

The least we can do is to add to the principle of orderly marketing by extending the principle of orderly replacement or reinstatement of labor by matching the job and the man so far as this can be accomplished by thoroughly organized exchange of information.

By so doing we shall still further contribute to the economic stabilization of our social order and the maintenance of our national prosperity.

FROZEN POULTRY IN STORAGE.

Cold storage holdings of frozen poultry on May 1, 1930, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

| | May 1, 1930, | May 1, 1929, | 5-yr. av., May 1, |
|---------------------|-----------------|-----------------|-------------------------|
| | M lbs. | M lbs. | M lbs. |
| Broilers | 11,389 | 7,194 | 8,599 |
| Fryers | 6,185 | 4,360 | |
| Roasters | 20,800 | 17,742 | 24,066 |
| Fowls | 9,808 | 3,722 | 7,152 |
| Turkeys | 10,397 | 10,308 | 9,544 |
| Miscellaneous | 18,888 | 9,575 | 15,345 |

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**READ
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REGULARLY**

It Will Pay You Big Dividends

Chicago Section

Charles S. Hughes, president, Hughes-Curry Packing Co., Anderson, Ind., was in town this week.

Harry A. Palmer, secretary, T. M. Sinclair & Co., Ltd., Cedar Rapids, Ia., was in Chicago during the week.

Howard R. Smith, well-known packinghouse broker, Baltimore, Md., spent a few days in Chicago this week.

Geo. W. Martin, director of John Morrell & Co., Ottumwa, Ia., is in Ottumwa this week to attend a directors' meeting.

R. M. Shearer, president and general manager, Western States Packing Co., Denver, Colo., was in Chicago during the week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 18,919 cattle, 7,584 calves, 43,327 hogs and 56,434 sheep.

Provision shipments from Chicago for the week ended May 10, 1930, with comparisons, were as follows:

| | Cor. wk. | 1929. |
|----------------------|------------|------------|
| Cured meats, lbs.... | 13,122,000 | 10,248,000 |
| Fresh meats, lbs.... | 43,988,000 | 35,605,000 |
| Lard, lbs. | 5,778,000 | 4,398,000 |
| | | 5,344,000 |

Among the Chicagoans just returned from the National Cottonseed Products Association convention at New Orleans are G. G. Fox, head of the refinery department, Armour and Company; W. R. English, lard department, Cudahy Packing Co.; A. C. Stott, refinery department, Swift & Co.

SEWAGE DISPOSAL COMPLAINT.

A bill of complaint against eleven Chicago packers has been filed in the federal court by the sanitary district, reviving litigation begun in 1924 to restrict the dumping of industrial sewage. The bill requests permission for the sanitary district engineers to ascertain how much waste is being dumped into the sewers by the packing companies. According to the attorney for the district, the real purpose of the complaint is to bring the matter to the attention of the court, so that an agreement may be reached requiring the packers to pay a share of the construction of sewage treatment plants. The sanitary district is required by the war department to build a sewage treatment plant on the southwest side to cost \$70,000,000; it is their contention that the packers, because of the high percentage of sewage dumped in this section, should stand \$45,000,000 of the cost of the plant.

FEWER HOGS IN GERMANY.

A German hog census, taken March 1, 1930, showed the total number of hogs in Germany to be 18,648,942 compared with a population of 19,919,601 on December 2, 1929 and 20,105,908 on December 1, 1928.

VETERAN PACKER DIES.

W. F. Hoerter, president and founder of Will F. Hoerter & Sons, one of the oldest packing companies in Louisville, died on April 30 after an illness of about six months, at the age of 70 years. Mr. Hoerter had been in the packing business for 50 years, and was active in the direction of his company up to the time of his death.

He is survived by three sons, two of whom, R. S. and C. K., will continue the business founded by their father. The third son, George L. Hoerter, is an executive of the branch house department of Armour and Company, located at Chicago.

WILSON AS MARKET ADVISOR.

Thomas E. Wilson, president of Wilson & Co., has been appointed by Chairman Alexander Legge as a member of the livestock advisory committee of the Federal Farm Board. Mr. Wilson will serve as one of the two processors on the committee, the other being R. M. Hagen, of the Western Cattle Marketing Association, San Francisco, Calif.

The advisory board will consist of seven members, six of whom have already been appointed. In addition to Mr. Wilson and Mr. Hagen, the other members, all of whom are livestock producers, are: Chas. A. Ewing, Decatur, Ill., chairman of the committee; R. M. Gunn, Buckingham, Iowa; T. C. Halley, Scotts Bluff, Nebr.; and H. L. Kokernot, Alpine, Texas.



THOMAS E. WILSON.

Mr. Wilson has been appointed a member of the livestock advisory committee of the Federal Farm Board.

KENNETT-MURRAY HEADS MEET.

The annual meeting of the managers of the Kennett-Murray Live Stock Buying Organization was held at the French Lick Springs Hotel, French Lick, Ind., last week.

Those attending included W. L. Kennett, Louisville, Ky.; F. L. Murray, Nashville, Tenn.; B. F. Pierce, Chicago, Ill.; J. A. Wehinger, Cincinnati, Ohio; A. R. Hostetter and Clem Mendelson, Dayton, O.; P. B. Stewart, Detroit, Mich.; H. L. Sparks, E. St. Louis, Ill.; C. J. Renard and E. R. Whiting, Indianapolis, Ind.; W. K. Oyler, La Fayette, Ind.; E. N. Oyler, Louisville, Ky.; R. V. Stone, Montgomery, Ala.; G. W. Hicks, Nashville, Tenn.; R. J. Colina, Omaha, Neb.; J. T. Brain, Sioux City, Ia.; Parker Whiting, Ft. Wayne, Ind.; H. E. Whiting, Paris, Ill.; H. B. Dellinger, Attica, Ind.; C. B. Heinemann, service manager, Washington, D. C.

J. H. Gilby, C. P. A., of Chicago, was a guest of the organization, as his firm handles the auditing of accounts and reports of the various offices.

The usual golf tournament in competition for the golf prizes was participated in by practically every manager. The winners were: H. L. Sparks, first; Clem Mendelson, second; F. L. Murray, third. Mr. Sparks, whose interest in golf is of recent origin, also won the 1929 tournament, and Mr. Mendelson, who played his first game at this year's meeting, carried off second honors. Fourth (booby) prize was won by J. A. Wehinger with C. H. Heinemann a close second for cellar honors.

At the business session conditions in the industry in various sections were reported and discussed. Business for the past year was reported and results analyzed by Mr. Murray. Plans for the coming year were discussed and every man present pledged himself to even greater efforts on behalf of the organization.

Service Manager Heinemann gave an interesting report of conditions in the packing industry as observed on his six weeks' motor trip, during which he visited packers from Maine to Missouri.

On Saturday morning the group motored to Louisville, where they were quartered at the Brown Hotel. After being the guests of Messrs. Kennett and Murray at the opening of the Churchill Downs race meeting they returned to the city and were given a dinner at the Pendennis Club.

This annual event is one of long standing, and is about the only complete relaxation enjoyed by the men who make up this famous organization.

SWIFT OFFICIAL DIES.

Charles E. Peacock, secretary of Swift & Company, died at his home in Evanston, Ill. on May 5, after a brief illness. He was 58 years of age. He is survived by his widow and two daughters.

John E. Corby, assistant secretary of the company, was elected secretary to succeed Mr. Peacock.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading, Thursday,
May 15, 1930.

Regular Hams.

| | Green. |
|-------------|--------|
| 8-10 | 19 1/4 |
| 10-12 | 18 1/2 |
| 12-14 | 18 |
| 14-16 | 18 |
| 16-18 | 17 1/2 |
| 18-20 | 17 1/2 |
| 16-16 range | 18 |
| 16-22 range | 17 1/2 |

S. P. Boiling Hams.

| | H. Run. |
|-------|---------|
| 16-18 | 17 1/2 |
| 18-20 | 17 1/2 |
| 20-22 | 17 1/2 |

Skinned Hams.

| | Green. |
|-------|--------|
| 10-12 | 20 |
| 12-14 | 19 1/4 |
| 14-16 | 19 1/4 |
| 16-18 | 18 1/2 |
| 18-20 | 18 1/2 |
| 20-22 | 18 |
| 22-24 | 17 1/2 |
| 24-26 | 17 |
| 26-30 | 16 1/2 |
| 30-35 | 15 1/2 |

Picnics.

| | Green. |
|-------|--------|
| 4-6 | 13 1/2 |
| 6-8 | 12 1/2 |
| 8-10 | 12 1/2 |
| 10-12 | 12 1/2 |
| 12-14 | 12 1/2 |

Bellies.

| | Green. |
|-------|--------|
| 6-8 | 19 1/2 |
| 8-10 | 18 1/2 |
| 10-12 | 18 |
| 12-14 | 16 1/2 |
| 14-16 | 16 1/2 |
| 16-18 | 15 1/2 |

Dry cure bellies 1c over S. P. bellies.

D. S. Bellies.

| | Clear. |
|-------|--------|
| 14-16 | 14 1/4 |
| 16-18 | 14 1/4 |
| 18-20 | 14 |
| 20-25 | 14 |
| 25-30 | 14 |
| 30-35 | 13 1/2 |
| 35-40 | 13 1/2 |
| 40-50 | 13 1/2 |

D. S. Fat Backs.

| 8-10 | 8 1/2 |
|-------|--------|
| 10-12 | 8 1/2 |
| 12-14 | 8 1/4 |
| 14-16 | 9 1/2 |
| 16-18 | 10 1/2 |
| 18-20 | 11 |
| 20-25 | 11 1/4 |

D. S. Rough Ribs.

| 45-50 | |
|-------|--|
| 55-60 | |
| 65-70 | |
| 75-80 | |

Other D. S. Meats.

| Extra short clears | 35-45 |
|--------------------|-------|
| Extra short ribs | 35-45 |
| Regular plates | 6-8 |
| Clear plates | 4-6 |
| Jowl butts | 8 |

FUTURE PRICES.

SATURDAY, MAY 10, 1930.

| | Open. | High. | Low. | Close. |
|----------------|-----------|-------|-----------|-------------|
| LARD— | | | | |
| May | 10.27 1/2 | | | 10.22 1/2 b |
| July | 10.47 1/2 | 10.50 | 10.47 1/2 | 10.50 ax |
| Sept. | | | | |
| CLEAR BELLIES— | | | | |
| May | | | | 14.00 n |
| July | | | | 13.55 n |
| Sept. | | | | 13.62 1/2 n |

MONDAY, MAY 12, 1930.

| | Open. | High. | Low. | Close. |
|----------------|-----------|-----------|-----------|--------------|
| LARD— | | | | |
| May | 10.30 | 10.30 | 10.27 1/2 | 10.27 1/2 b |
| July | 10.27 1/2 | 10.32 1/2 | 10.27 1/2 | 10.32 1/2 ax |
| Sept. | 10.50 | 10.52 1/2 | 10.50 | 10.52 1/2 b |
| CLEAR BELLIES— | | | | |
| May | 14.00 | | | 14.00 ax |
| July | | | | 13.55 n |
| Sept. | | | | 13.62 1/2 n |

TUESDAY, MAY 13, 1930.

| | Open. | High. | Low. | Close. |
|----------------|-----------|-----------|-----------|--------------|
| LARD— | | | | |
| May | 10.30 | 10.30 | 10.27 1/2 | 10.27 1/2 b |
| July | 10.32 1/2 | 10.35 | 10.32 1/2 | 10.35 ax |
| Sept. | 10.55 | 10.57 1/2 | 10.52 1/2 | 10.57 1/2 ax |
| CLEAR BELLIES— | | | | |
| May | | | | 13.97 1/2 b |
| July | | | | 13.55 n |
| Sept. | | | | 13.62 1/2 n |

WEDNESDAY, MAY 14, 1930.

| | Open. | High. | Low. | Close. |
|----------------|-----------|-----------|-----------|-------------|
| LARD— | | | | |
| May | 10.32 1/2 | 10.32 1/2 | 10.30 | 10.30 ax |
| July | 10.35 | 10.35 | 10.32 1/2 | 10.32 1/2 b |
| Sept. | 10.55 | | | 10.55 ax |
| Oct. | | | | 10.65 ax |
| CLEAR BELLIES— | | | | |
| May | | | | 13.95 ax |
| July | | | | 13.55 n |
| Sept. | | | | 13.62 1/2 n |

THURSDAY, MAY 15, 1930.

| | Open. | High. | Low. | Close. |
|----------------|-----------|-----------|-------|-------------|
| LARD— | | | | |
| May | 10.27 1/2 | 10.27 1/2 | 10.25 | 10.25 ax |
| July | 10.32 1/2 | 10.32 1/2 | 10.30 | 10.30 ax |
| Sept. | 10.55 | 10.55 | 10.50 | 10.50 b |
| CLEAR BELLIES— | | | | |
| May | | | | 13.95 ax |
| July | | | | 13.55 n |
| Sept. | | | | 13.62 1/2 n |

FRIDAY, MAY 16, 1930.

| | Open. | High. | Low. | Close. |
|----------------|-------|-----------|-----------|-------------|
| LARD— | | | | |
| May | 10.25 | 10.25 | 10.20 | 10.25 b |
| July | 10.30 | 10.30 | 10.37 1/2 | 10.30 b |
| Sept. | 10.50 | 10.52 1/2 | 10.47 1/2 | 10.52 1/2 b |
| CLEAR BELLIES— | | | | |
| May | | | | 13.70 |
| July | | | | 13.50 b |
| Sept. | | | | 13.60 ax |

Key: ax, asked; b, bid; n, nominal; — split.

WILSON ON AWARDS COMMITTEE.

Thomas E. Wilson, president of Wilson & Co., is chairman of the committee on awards for Illinois in the national chemistry essay contest of the American Chemical Society.

Serving on the committee with Mr. Wilson are Ex-Governor Frank O. Lowden, Dr. W. Lee Lewis of the Institute of American Meat Packers, Dr. L. M. Tolman of Wilson and Co., and others prominent in chemical manufacturing and educational lines.

In addition to state awards, six of which went to Illinois, there are six national prizes consisting of four-year scholarships at any recognized college or university in the United States, each providing tuition fees and \$500 in cash annually. Winners of the state awards receive a \$20 gold piece.

TO MAKE SAUSAGE BIND.

What is the emulsion method of preparing sausage meats to increase binding qualities? Ask the "Packer's Encyclopedia," the meat packer's guide.

CHICAGO RETAIL MEATS

Beef.

Week ended

May 14, 1930. Cor. wk., 1929.

| | No. 1. | No. 2. | No. 3. | No. 1. | No. 2. | No. 3. |
|---------------------------|--------|--------|--------|--------|--------|--------|
| Rib roast, hvy. end | 35 | 30 | 16 | 35 | 30 | 16 |
| Rib roast, lt. end | 45 | 33 | 20 | 45 | 35 | 20 |
| Chuck roast | 32 | 27 | 21 | 30 | 27 | 21 |
| Steaks, round | 45 | 40 | 25 | 45 | 40 | 25 |
| Steaks, sirloin cut | 45 | 40 | 25 | 50 | 40 | 22 |
| Steaks, porterhouse | 60 | 45 | 25 | 60 | 45 | 25 |
| Steaks, flank | 28 | 24 | 18 | 28 | 25 | 18 |
| Beef stew, chuck | 27 | 22 | 15 | 27 | 22 | 17 |
| Corned briskets, boneless | 32 | 28 | 18 | 28 | 24 | 18 |
| Corned plates | 20 | 18 | 10 | 20 | 15 | 10 |
| Corned rumps, bns. | 25 | 22 | 18 | 25 | 22 | 18 |

Lamb.

| | Good. | Comm. | Good. | Comm. |
|---------------------|-------|-------|-------|-------|
| Hindquarters | 30 | 22 | 38 | 33 |
| Legs | 28 | 23 | 40 | 34 |
| Stews | 15 | 15 | 22 | 15 |
| Chops, shoulder | 25 | 20 | 25 | 20 |
| Chops, rib and loin | 50 | 25 | 60 | 25 |

Mutton.

| | Good. | Comm. | Good. | Comm. |
|---------------------|-------|-------|-------|-------|
| Legs | 24 | .. | 26 | .. |
| Stew | 14 | .. | 14 | .. |
| Shoulders | 16 | .. | 16 | .. |
| Chops, rib and loin | 35 | .. | 35 | .. |

Pork.

| | Loins, 8@10 av. | Loins, 10@12 av. | Loins, 12@14 av. | Loins, 14 and over. | Chops | Shoulders | Butts | Spareribs | Hocks | Leaf lard, raw. |
|--|-----------------|------------------|------------------|---------------------|-------|-----------|-------|-----------|-------|-----------------|
| | 25 | 24 | 22 | 20 | 18 | 18 | 24 | 16 | 12 | 14 |
| | @26 | @25 | @24 | @22 | @20 | @20 | @26 | @18 | @12 | @14 |

Veal.

| | Hindquarters | Forequarters | Legs | Breasts | Shoulders | Cutlets | Rib and loin chops. |
|--|--------------|--------------|------|---------|-----------|---------|---------------------|
| | 24 | 14 | 24 | 16 | 20 | 60 | 35 |
| | @23 | @16 | @28 | @18 | @22 | @50 | @40 |

Butchers' Offal.

| | Suet | Shop fat | Bone, per 100 lbs. | Calf skins | Kips | Deacons |
|--|------|----------|--------------------|------------|------|---------|
| | @4 | @2 1/2 | @50 | @16 | @14 | @12 |
| | @4 | @3 | @50 | @16 | @16 | @12 |

CURING MATERIALS.

| | Bbls. | Sacks. |
|---|-------|--------|
| Nitrite of soda, l. c. l. Chicago | 9% | |
| Salt, 25 bbl. lots, f.o.b. N. Y. | | |
| Dbl. refined granulated | 5% | 5% |
| Small crystals | 7% | |
| Medium crystals | 7% | |
| Large crystals | 8% | |
| Dbl. rft. gran. nitrate of soda | 3% | 3% |
| Less than 25 bbl. lots 4c more. | | |
| Boric acid, carloads, p.w.d., bbls. | 8% | 8% |
| Crystals to powdered, in bbls., in 5 ton lots or more | 9% | 9% |
| In bbls. in less than 5-ton lots | 8% | 10% |
| Borax, carloads, powdered, in bbls. | 5% | 4% |
| In ton lots, gran. or pow., bbls. | 5% | 4% |
| Salt— | | |
| Granulated, carlots, per ton, f.o.b. Chicago | | \$6.60 |
| Medium, carlots, per ton, f.o.b. Chicago | | |
| bulk | | 9.10 |
| Rock, carlots, per ton, f.o.b. Chicago | | 8.60 |
| Sugar— | | |
| Raw sugar, 96 basis, f.o.b. New Orleans | | @3.35 |
| Second sugar, 90 basis | | None |
| Syrup testing 63 and 65 combined sucrose and invert, New York | | @.38 |
| Standard gran. f.o.b. refiners (2%) | | @4.90 |
| Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2% | | @4.40 |
| Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2% | | @4.30 |

SPICES.

(These prices are basis f.o.b. Chicago.)

| | Whole. | Ground. |
|-----------------|--------|---------|
| Allspice | 21 | 23 |
| Cinnamon | 14 | 18 |
| Cloves | 30 | 33 |
| Coriander | 5 | 17 |
| Mace | 85 | 90 |
| Nutmeg | .. | 30 |
| Pepper, black | 28 1/2 | 32 1/2 |
| Pepper, Cayenne | .. | 27 |
| Pepper, red | .. | 20 |
| Pepper, white | 36 | 39 |

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

| 1929. No. S. | Carcass Beef. | | Cor. week, May 14, 1930, 1929. |
|--------------------|-----------------------------|--------|--------------------------------------|
| | Week ended May 14, 1930. | | |
| 16 | Prime native steers..... | 23 1/2 | @24 |
| 20 | Good native steers..... | 20 1/2 | @21 |
| 21 | Medium steers..... | 18 | @20 |
| 25 | Heifers, good..... | 17 | @20 |
| 22 | Cows..... | 14 1/2 | @16 |
| 18 | Hind quarters, choice..... | 28 | @29 |
| 17 | Fore quarters, choice..... | 19 | @20 |

Beef Cuts.

| | | | |
|----|----------------------------------|---------|---------|
| 18 | Steer loins, No. 1..... | @41 | @38 |
| 10 | Steer loins, No. 2..... | @38 | @36 |
| 33 | Steer short loins, No. 1..... | @51 | @46 |
| 25 | Steer short loins, No. 2..... | @45 | @39 |
| 22 | Steer loin ends (hips)..... | @31 | @32 |
| 18 | Steer loin ends, No. 2..... | @30 | @32 |
| 25 | Cow loins..... | @23 | @29 |
| 33 | Cow short loins..... | @27 | @31 |
| 15 | Cow loin ends (hips)..... | @21 | @23 |
| 20 | Steer ribs, No. 1..... | @27 | @26 |
| 25 | Steer ribs, No. 2..... | @26 | @25 |
| 33 | Cow ribs, No. 2..... | @18 | @20 |
| 20 | Cow ribs, No. 3..... | @14 | @18 |
| 33 | Steer rounds, No. 1..... | @22 | @23 1/2 |
| 25 | Steer rounds, No. 2..... | @21 1/2 | @23 |
| 22 | Steer chucks, No. 1..... | @16 | @19 |
| 18 | Steer chucks, No. 2..... | @14 | @18 |
| 33 | Cow rounds..... | @18 1/2 | @22 |
| 25 | Cow chucks..... | @13 | @17 1/2 |
| 22 | Steer plates..... | @13 | @15 |
| 18 | Medium plates..... | @13 | @13 |
| 33 | Briskets, No. 1..... | @19 | @20 |
| 25 | Steer navel ends..... | @8 | @10 |
| 22 | Cow navel ends..... | @9 | @12 |
| 18 | Fore shanks..... | @11 | @11 1/2 |
| 33 | Head shanks..... | @10 | @10 |
| 25 | Strip loins, No. 1..... | @60 | @60 |
| 22 | Strip loins, No. 2..... | @50 | @50 |
| 18 | Sirloin butts, No. 1..... | @36 | @40 |
| 12 | Sirloin butts, No. 2..... | @26 | @35 |
| 14 | Beef tenderloins, No. 1..... | @75 | @75 |
| 33 | Beef tenderloins, No. 2..... | @70 | @75 |
| 25 | Rump butts..... | 20 | @30 |
| 22 | Flank steaks..... | @27 | @27 |
| 18 | Shoulder clods..... | 19 1/2 | @21 |
| 33 | Hanging tenderloins..... | @15 | @18 |
| 25 | Insides, green, 66 1/8 lbs..... | @19 | @20 |
| 22 | Outsides, green, 56 1/2 lbs..... | @17 1/2 | @18 |
| 18 | Knuckles, green, 56 1/2 lbs..... | @22 | @22 |

Beef Products.

| | | | |
|---------|---------------------------------|-----|---------|
| @ 5 1/2 | Brains (per lb.)..... | @22 | @13 |
| @ 2 1/2 | Tongues..... | @20 | @20 |
| @ 50 | Sweetbreads..... | @27 | @34 |
| @ 16 | Ox-tails, per lb..... | @15 | @17 |
| @ 16 | Fresh tripe, plain..... | @13 | 7 @ 8 |
| @ 12 | Fresh tripe, H. C..... | @43 | @43 |
| | Insides, green, 66 1/8 lbs..... | @16 | 16 @ 24 |
| | Kidneys, per lb..... | @30 | @18 |

Lamb.

| | | | |
|--------|---------------------------|-----|-----|
| Sacks. | Choice lambs..... | @22 | @29 |
| | Medium lambs..... | @20 | @27 |
| | Choice saddles..... | @27 | @27 |
| | Medium saddles..... | @25 | @25 |
| 5 1/2 | Choice fores..... | @15 | @24 |
| | Medium fores..... | @13 | @22 |
| | Lamb fries, per lb..... | @33 | @33 |
| | Lamb tongues, per lb..... | @16 | @16 |
| 3 1/2 | Lamb kidneys, per lb..... | @30 | @30 |

Mutton.

| | | | |
|-----------------|----------------------------|-----|-----|
| 8 1/2 | Heavy sheep..... | @10 | @16 |
| 9 | Light sheep..... | @13 | @18 |
| 9 1/2 | Heavy saddles..... | @13 | @18 |
| 4 1/2 | Light saddles..... | @16 | @20 |
| | Heavy fores..... | @7 | @14 |
| | Light fores..... | @9 | @16 |
| | Mutton legs..... | @20 | @20 |
| | Mutton loins..... | @15 | @20 |
| Chl. ... \$6.00 | Mutton stew..... | @8 | @12 |
| ago ... 9.10 | Sheep tongues, per lb..... | @16 | @16 |
| ... 8.60 | Sheep heads, each..... | @12 | @12 |

Fresh Pork, Etc.

| | | | |
|---------|----------------------------------|---------|---------|
| @ 3.35 | Pork loins, 8@10 lbs. avg..... | @23 | @26 |
| None | Picnic shoulders..... | @16 | @16 |
| | Skinned shoulders..... | @16 1/2 | @16 1/2 |
| @ .38 | Tenderloins..... | @50 | @50 |
| @ 4.90 | Spare ribs..... | @13 | @13 |
| | Back fat..... | @13 | @13 |
| @ 4.40 | Boston butts..... | @20 | @21 |
| @ 4.30 | Boneless butts, cellar trim..... | 25 @ 26 | @26 |
| | 2@4..... | @26 | @26 |
| | Hocks..... | @11 | @13 |
| | Tails..... | @15 | @12 |
| | Neck bones..... | @6 | @4 |
| | Slip bones..... | @14 | @14 |
| | Blade bones..... | @16 | @14 |
| | Pigs' feet..... | @7 | @7 |
| | Kidneys, per lb..... | @11 | @11 |
| | Livers..... | @9 | @9 |
| Ground. | Brains..... | @15 | @15 |
| 23 | Ears..... | @7 | @7 |
| 18 | Snouts..... | @7 | @7 |
| 37 | Heads..... | @9 | @10 |

Veal.

| | | | |
|--------|---------------------|-----|-----|
| 90 | Choice carcass..... | @19 | @23 |
| 30 | Good carcass..... | @12 | @17 |
| 32 1/2 | Good saddles..... | @22 | @25 |
| 27 | Good backs..... | @12 | @16 |
| 20 | Medium backs..... | @10 | @11 |

Veal Products.

| | | |
|-------------------|---------|---------|
| Brains, each..... | 15 @ 18 | 14 @ 15 |
| Sweetbreads..... | @80 | @75 |
| Calif livers..... | @80 | @58 |

DOMESTIC SAUSAGE.

| | |
|---|---------|
| Panck pork sausage, in 1-lb. cartons..... | @28 |
| Country style sausage, fresh in link..... | @21 |
| Country style sausage, fresh in bulk..... | @19 |
| Country style sausage, smoked..... | @24 |
| Frankfurts in sheep casings..... | @23 1/2 |
| Frankfurts in hog casings..... | @22 1/2 |
| Bologna in beef buns, choice..... | @19 1/2 |
| Bologna in cloth, paraffined, choice..... | @17 |
| Bologna in beef middles, choice..... | @19 |
| Liver sausage in hog bungs..... | @18 |
| Smoked liver sausage in hog bungs..... | @25 |
| Liver sausage in beef rounds..... | @14 |
| Head cheese..... | @17 |
| New England luncheon specialty..... | @20 1/2 |
| Mixed luncheon specialty..... | @21 |
| Tongue sausage..... | @24 |
| Blood sausage..... | @18 |
| Polish sausage..... | @18 1/2 |
| Souse..... | @16 |

DRY SAUSAGE.

| | |
|--|---------|
| Cervelat, choice, in hog bungs..... | @52 |
| Thuringer Cervelat..... | @20 1/2 |
| Furman..... | @35 |
| Holsteiner..... | @33 |
| B. C. Salami, choice..... | @22 |
| Milano Salami, choice, in hog bungs..... | @46 |
| B. C. Salami, new condition..... | @20 |
| Princes, choice, in hog middles..... | @43 |
| Genoa style Salami..... | @56 |
| Pepperoni..... | @41 |
| Mortadella, new condition..... | @27 |
| Capicola..... | @54 |
| Italian style ham..... | @54 |
| Virginia hams..... | @54 |

SAUSAGE IN OIL.

| | |
|---|--------|
| Bologna style sausage in beef rounds— | |
| Small tins, 2 to crate..... | \$6.75 |
| Large tins, 1 to crate..... | 7.75 |
| Frankfurt style sausage in sheep casings— | |
| Small tins, 2 to crate..... | 8.00 |
| Large tins, 1 to crate..... | 9.00 |
| Frankfurt style sausage in hog casings— | |
| Small tins, 2 to crate..... | 7.50 |
| Large tins, 1 to crate..... | 8.50 |
| Smoked link sausage in hog casings— | |
| Small tins, 2 to crate..... | 7.00 |
| Large tins, 1 to crate..... | 8.00 |

SAUSAGE MATERIALS.

| | |
|---|-------------|
| Regular pork trimmings..... | @ 9 1/2 |
| Special lean pork trimmings..... | @ 19 |
| Extra lean pork trimmings..... | @ 21 1/2 |
| Neck bone trimmings..... | 14 1/2 @ 15 |
| Pork cheek meat..... | @ 12 |
| Pork hearts..... | 8 @ 8 1/2 |
| Native boneless bull meat (heavy)..... | @ 14 1/2 |
| Boneless chucks..... | @ 12 1/2 |
| Shank meat..... | @ 12 |
| Beef trimmings..... | @ 10 1/2 |
| Beef hearts..... | @ 7 1/2 |
| Beef cheeks (trimmed)..... | 8 1/2 @ 9 |
| Dressed canners, 350 lbs. and up..... | @ 10 1/2 |
| Dressed cutter cove, 400 lbs. and up..... | @ 11 |
| Dr. bologna bulls, 600 lbs. and up..... | @ 11 1/2 |
| Beef tripe..... | @ 3 1/2 |
| Pork tongues, canner trimmed S. P..... | 16 1/2 @ 17 |

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Wholesale lots. Usual advances for smaller quantities.)

| | |
|-----------------------------------|------|
| Beef casings: | |
| Domestic rounds, 180 pack..... | 23 |
| Domestic rounds, 140 pack..... | 35 |
| Export rounds, wide..... | 46 |
| Export rounds, medium..... | 29 |
| Export rounds, narrow..... | 42 |
| No. 1 weasands..... | 14 |
| No. 2 weasands..... | 17 |
| No. 1 bungs..... | 29 |
| No. 2 bungs..... | 20 |
| Middles, regular..... | 23 |
| Middles, selected wide..... | 2.25 |
| Dried bladders: | |
| 12-15 in. wide, flat..... | 2.00 |
| 10-12 in. wide, flat..... | 1.65 |
| 8-10 in. wide, flat..... | 1.25 |
| 6-8 in. wide, flat..... | .85 |
| Hog casings: | |
| Narrow, per 100 yds..... | 2.75 |
| Narrow, special, per 100 yds..... | 2.25 |
| Medium, regular, per 100 yds..... | 1.15 |
| Wide, per 100 yds..... | .85 |
| Extra wide, per 100 yds..... | .85 |
| Export bungs..... | .30 |
| Large prime bungs..... | .16 |
| Medium prime bungs..... | .10 |
| Small prime bungs..... | .06 |
| Middles, per set..... | .20 |
| Stomachs..... | .10 |

VINEGAR PICKLED PRODUCTS.

| | |
|---|---------|
| Regular tripe, 200-lb. bbl..... | \$15.00 |
| Honeycomb tripe, 20-lb. bbl..... | 20.00 |
| Pocket honeycomb tripe, 200-lb. bbl..... | 21.00 |
| Pork feet, 200-lb. bbl..... | 16.50 |
| Pork tongues, 200-lb. bbl..... | 77.00 |
| Lamb tongues, long cut, 200-lb. bbl..... | 55.00 |
| Lamb tongues, short cut, 200-lb. bbl..... | 65.00 |

DRY SALT MEATS.

| | |
|--------------------------------------|---------|
| Extra short clears..... | @13 1/2 |
| Extra short ribs..... | @13 1/2 |
| Short clear middles, 40-lb. avg..... | @15 |
| Clear bellies, 18@20 lbs..... | @14 1/2 |
| Clear bellies, 14@16 lbs..... | @14 1/2 |
| Rib bellies, 20@25 lbs..... | @14 |
| Rib bellies, 25@30 lbs..... | @14 |
| Pickles, 10@12 lbs..... | @ 8 1/2 |
| Fat backs, 14@16 lbs..... | @ 9 1/2 |
| Regular plates..... | @11 1/2 |
| Butts..... | @ 8 1/2 |

WHOLESALE SMOKED MEATS.

| | |
|--|---------|
| Fancy reg. hams, 14@16 lbs..... | @25 1/2 |
| Fancy skd. hams, 14@16 lbs..... | @26 1/2 |
| Standard reg. hams, 14@16 lbs..... | @23 1/2 |
| Picnics, 4@8 lbs..... | @19.50 |
| Fancy bacon, 6@8 lbs..... | @30 1/2 |
| Standard bacon, 6@8 lbs..... | @24 |
| No. 1 beef ham sets, smoked— | |
| Insides, 8@12 lbs..... | @41 |
| Outsides, 8@12 lbs..... | @30 |
| Knuckles, 5@8 lbs..... | @41 |
| Cooked hams, choice, skin on, fattened..... | @38 |
| Cooked hams, choice, skinless, fattened..... | @40 |
| Cooked picnics, skin on, fattened..... | @27 |
| Cooked picnics, skinned, fattened..... | @28 |
| Cooked loin roll, smoked..... | @40 |

BARRELED PORK AND BEEF.

| | |
|--|--------|
| Mess pork, regular..... | @29.50 |
| Family back pork, 24 to 34 pieces..... | @31.50 |
| Family back pork, 35 to 45 pieces..... | @32.00 |
| Clear back pork, 40 to 50 pieces..... | @23.50 |
| Clear plate pork, 25 to 35 pieces..... | @19.00 |
| Brisket pork..... | @24.50 |
| Bean pork..... | @19.50 |
| Plate beef..... | @26.00 |
| Extra plate beef, 200 lb. bbl..... | @27.00 |

COOPERAGE.

| | |
|---|-------------------|
| Ash pork barrels, black iron hoops..... | \$1.57 1/2 @ 1.60 |
| Oak pork barrels, black iron hoops..... | 1.65 @ 1.67 1/2 |
| Ash pork barrels, galv. iron hoops..... | 1.77 1/2 @ 1.80 |
| White oak ham tierces..... | @3.12 1/2 |
| Red oak lard tierces..... | 2.37 1/2 @ 2.40 |
| White oak lard tierces..... | 2.57 1/2 @ 2.60 |

OLEOMARGARINE.

| | |
|--|---------|
| Highest grade natural color animal fat | |
| margarine in 1-lb. cartons, rolls or | |
| prints, f.o.b. Chicago..... | @25 |
| White animal fat margarines in 1-lb. | |
| cartons, rolls or prints, f.o.b. Chicago | @19 1/2 |
| Nut, 1-lb. cartons, f.o.b. Chicago..... | @17 |
| (30 and 60-lb. solid packed tubs, 1c | |
| per lb. less.) | |
| Pastry, 60-lb. tubs, f.o.b. Chicago..... | @15 |

ANIMAL OILS.

| | |
|---|---------|
| Prime edible lard oil..... | @11 1/2 |
| Headlight burning oil..... | @10 1/2 |
| Prime winter strained..... | @10 1/2 |
| Extra winter strained..... | @10 |
| Extra lard oil..... | @ 9 1/2 |
| Extra No. 1..... | @ 9 1/2 |
| No. 1 lard..... | @ 9 1/2 |
| No. 2 lard..... | @ 9 |
| Acidless fallow oil..... | @ 8 |
| 20 D. C. T. neatfoot oil..... | @16 1/2 |
| Pure neatfoot oil..... | @10 |
| Special neatfoot oil..... | @10 |
| Extra neatfoot oil..... | @ 9 1/2 |
| No. 1 neatfoot oil..... | @ 9 1/2 |
| Oil weighs 7 1/2 lbs. per gallon. Barrels contain | |
| about 50 gals. each. Prices are for oil in barrels. | |

LARD.

| | |
|---------------------------------|------------|
| Prime steam..... | @10.25 |
| Prime steam, loose..... | @ 9.50 |
| Kettle rendered, tierces..... | @10.25 |
| Refined lard, boxes, N. Y..... | @11.00 |
| Leaf, raw..... | @ 9.25 |
| Neutral, in tierces..... | @11.62 1/2 |
| Compound, acc. to quantity..... | @11.00 |

OLEO OIL AND STEARINE.

| | |
|----------------------------------|-----------------|
| Oleo oil, extra, in tierces..... | 11 1/2 @ 11 1/2 |
| Oleo stocks..... | 9 1/2 @ 10 |
| Prime No. 1 oleo oil..... | 10 @ 10 1/2 |
| Prime No. 2 oleo oil..... | 9 1/2 @ 9 1/2 |
| Prime No. 3 oleo oil..... | 9 @ 9 1/2 |
| Prime oleo stearine, edible..... | 8 1/2 @ 8 1/2 |

TALLOW AND GREASES.

| | |
|---|---------------|
| Edible tallow, under 1% acid, 45 titre..... | @ 6 1/2 |
| Prime packers tallow..... | 6 1/2 @ 6 1/2 |
| No. 1 tallow, 10% f.f.a..... | @ 5 1/2 |
| No. 2 tallow, 40% f.f.a..... | @ 5 1/2 |
| Choice white grease..... | 5 1/2 @ 5 1/2 |
| A-White grease..... | 5 1/2 @ 5 1/2 |
| B-White grease, max. 5% acid..... | 5 1/2 @ 5 1/2 |
| Yellow grease 10@15% f.f.a..... | 5 1/2 @ 5 1/2 |
| Brown grease, 40% f.f.a..... | 4 1/2 @ 4 1/2 |

VEGETABLE OILS.

| | |
|---|---------------|
| Crude cottonseed oil in tanks, f.o.b..... | 7 1/2 @ 7 1/2 |
| Valley points, nom., prompt..... | 9 1/2 @ 10 |
| White, deodorized, in bbls., f.o.b. Chgo..... | 9 1/2 @ 10 |
| Yellow, deodorized, in bbls..... | 9 1/2 @ 10 |
| Soap stock, 50% f.f.a., f.o.b..... | 2 @ 2 1/2 |
| Corn oil, in tanks, f.o.b. mills..... | 7 1/2 @ 7 1/2 |
| Soya bean, f.o.b. mill..... | @ 6 1/2 |
| Coconut oil, sellers tanks, f.o.b. coast..... | 9 1/2 @ 9 1/2 |
| Refined in bbls., c.a.f., Chicago, nom..... | 9 1/2 @ 9 1/2 |

Retail Section

It's the All-'Round Man Who Wins Out In Country Meat Selling

It is more difficult to do business in a small community than a large one, for many reasons. The problems may not be any more numerous, but they are often more complex. Long-time credits are generally the rule, particularly in rural towns and villages, and good business methods must be applied to squeeze out a profit from a rather limited volume of trade.

But whether a man does business in a large or a small community the same fundamental business rules must be used. Methods of applying them may vary to fit particular conditions, but fundamentally the methods that will bring success in a large city may be used safely in the small town.

We hear quite often of the particular means and methods used by a successful big-town retailer but less frequently of those of the man who is in business in the small town.

In the following article a meat retailer in a western town with a population of 2,000 tells some of the problems the small-town dealer is up against and what he has done to solve them.

Small-Town Retailing

By A Country Meat Man.

"Jack of all trades, and master of none."

After ten years in the meat business, I believe that old proverb is "all wet". Indeed, I believe the contrary to be the case, in respect to business success. It may be possible to make a success of a meat business on the basis of special knowledge of one thing, but it isn't possible in the Wyoming town of 2,000 where I do business.

I operate a market in a small town, yet I believe my net income averages better than that of at least three-fourths of the meat markets in large cities. The reason is that I profit at two points. One is in buying from the rancher. The other is in selling to the consumer. I believe I have given buying fully as much study, if not more study, than selling.

One has to cultivate the knack of being a good fellow to the men he buys from. Even though he is shrewd and buys to advantage, he can still

maintain their liking for him, providing he has tact and a type of salesmanship. He can always keep matters pleasant, even though a deal is not made.

Finds Advertising Pays.

I have done a great deal of my buying evenings, after work was done, riding out with my family and combining pleasure with business.

One of the first advertisements I ever ran in the local weekly offered hens at 24c lb.—or, rather, as it appeared through a typographical error—at 14c lb.

I learned right then, though my community is a small one, that advertising is read, and will bring results, if there is "pull" in it. The housewives of the town fairly stormed my market seeking the 14c hens. I went to the newspaper office and persuaded it to send an employee to my market to make explanations.

Price concessions occasionally bring a great many people into the market. Some of these eventually become regular customers. That is just what I am after.

Free Photos Increase Business.

I worked out a plan with a local photographer which paid me well, and I have used it several times. I give the customer a printed card, with the margin marked with an amount which totals \$10.00. When the card has been completely punched, the owner can have one large finished photograph, without charge.

The cost to me worked out about 10c per card, and less than this for the cards actually turned in for photographs.

Regular customers tell their friends, and their friends, anxious to get free photographs, switch their patronage to me. Some of them I hold permanently.

The card has another result. It stimulates purchasing. A woman filling out the card, wishing a photograph of her baby, buys more rapidly than she would otherwise.

I am not a master of advertising, and I never expect to be, but I possess knowledge in respect to it which is mighty important in making for the volume and the profits that will satisfy me. Any market man, even in the country town, who gets the most out of his market, needs to have accurate facts about advertising.

No matter how small the town is, keep on friendly terms with competitors. It pays! Be ready to listen to them when they come to you.

Reducing Competition.

One of the best business moves I ever made occurred when a market in town sought me out and talked a deal. I was getting along all right in my present location, and to make a deal, whereby the second market would be eliminated, would take some capital. Also, it would involve a move, going to the premises it had occupied.

I turned the subject over, looked at it from all sides and talked with my bank. The upshot was that I bought out the market.

I noticed an immediate increase in sales, which continued. Reducing the number of markets in a country town by one is a mighty important thing for results.

What I know about credit and collections is undoubtedly small beside what the city credit specialist knows. However, I have found time to learn the subject in respect to my own problems. This is another angle of a country meat business. To make a success of it, one must, in nineteen cases in twenty, extend credit. In the country where once-a-year settlements are found, and much other long-term selling, credit is a matter that needs careful attention.

Two Credit Rules.

I have found that credit can be combined with buying to very good advantage. In other words, John Jones, who will have a lot of steers to sell in the fall, deserves credit, and because a deal will be made later I take him on. The

Small-Town Credit Problems

To make a success in small-town retailing, long-term credits must often be granted, particularly to rural customers.

The manner in which credits are handled, therefore, may make or break a business.

One successful small-town meat retailer sums up ten years' collection experience in the following rules.

- 1—Use the local credit bureau.
- 2—Investigate carefully all who apply for credit.
- 3—Keep everlastingly after collections.

The last point is particularly important, he says. Most people are fundamentally honest but they forget and put off. The man who goes after his money and keeps after it is the one who is paid first.

confidence displayed in a case like this practically never has been violated.

In other cases, when a rancher owes me, I visit his place, and swing a deal whereby I purchase some of his stuff.

The real lowdown on country credit, as I see it after ten years, is found in two rules.

First, use your local credit bureau. Check on people before you extend credit to them, if you have a doubt of their credit standing.

Second, keep everlastingly after collections. In the nature of this, you will have to remind many customers, for, humanlike, they put off and put off. They pay first the creditor who presses the hardest. Collections can be kept in a healthy condition only by going over accounts several times a month, and giving attention, as there is opportunity, to all those which need to have pressure applied to them.

NEWS OF THE RETAILERS.

Wahlgreen's Grocery & Market, Inc., 1039 W. 59th st., Chicago, has been incorporated with a capital stock of \$15,000.

George Schuler, Racine, Wis., has purchased an interest in the Rein Market Co.

C. Carl & Co., 2840 S. LaSalle st., Chicago, retail grocery and meat market, has been incorporated with a capital stock of \$2,500.

The meat market of J. E. Krueger, St. Thomas, N. Dak., has been destroyed by fire.

Edwin J. Brittell has purchased the grocery and meat market at 399 N. 13th st., San Jose, Cal., from G. Dan-gelo.

J. C. White has purchased the meat and grocery stocks of B. F. Lyle & Co., Susanville, Cal.

R. A. Curry will open a meat market and grocery at Cimarron, Kas.

Ward Brothers are engaging in the meat business at Marietta, Kas.

F. E. Barber and A. Lavery have engaged in the meat business on the corner of 11th and Manvell sts., Chandler, Okla.

Joe Raymond, Mounds, Okla., has purchased the Copenhavers meat and grocery business.

F. A. Rouse has remodeled his meat market at 106 Grand River ave., Lansing, Mich.

F. G. Gustine has sold his meat market at 610 1st ave., N., Renton, Wash., to H. A. Stevens.

The City Park Grocery & Market, Portland, Ore., has been incorporated with a capital stock of \$10,000.

I. A. Ancona has opened the A. B. C. Market at 2501 Leavenworth st., Omaha, Neb.

J. W. Matheny & Son, Campbell, Neb., have been succeeded in the meat business by Herbert Schnase, of Kearney.

The Henry Coupe meat market, Falls City, Neb., has been sold to the local Piggly Wiggly store.

A. J. Erickson, Clear Lake, Ia., has purchased the Brooks Meat Market from John Smith.

J. Belthius will open a meat market and grocery business at Greene, Ia.

Deford & White Co., Guthrie Center, Ia., meat market and grocery, has been incorporated with a capital stock of \$10,000. Incorporators: T. E. Deford, R. A. White.

H. Horn, Albert Lea, Minn., has sold his meat market to V. F. Nelson.

Edward Welna, Holdingford, Minn., has sold his meat market to Theo J. Welna.

George Swafford, Sturgis, S. Dak., has sold his meat market to John Sunderland & Co.

LORENZ IN NEW QUARTERS.

D. F. Lorenz, manufacturer of machinery and supplies for provisioners, formerly at 187 Clymer st., Brooklyn, N. Y., announces his new location as 203 Scholes st., Brooklyn.

Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

TONGUE AND SPINACH SALAD.

Here is a salad many of your customers will appreciate during the warm days just around the corner.

Cook one peck of spinach until tender and drain and press out liquor thoroughly. Season with salt and pepper to taste and one teaspoon of lemon juice. Pack in small timbale moulds and chill.

Slice cold boiled tongue and chill. Mark each slice of tongue with jellied mayonnaise just before it gets firm and chill again. Unmould the spinach, arrange the tongue around it and garnish with lettuce. Top each spinach mould with mayonnaise.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on May 15, 1930:

| | CHICAGO. | BOSTON. | NEW YORK. | PHILA. |
|---------------------------------------|---------------|---------------|---------------|---------------|
| Fresh Beef: | | | | |
| STEERS (700 lbs. up): | | | | |
| Choice | \$18.50@20.50 | \$19.00@20.50 | \$19.50@21.00 | \$20.00@21.00 |
| Good | 17.00@18.50 | 18.00@19.00 | 18.00@19.00 | 17.50@19.00 |
| STEERS (550-700 lbs.): | | | | |
| Choice | 18.50@21.00 | | 19.50@21.00 | 20.00@22.00 |
| Good | 17.00@18.50 | | 17.50@19.50 | 17.50@19.00 |
| STEERS (500 lbs. up): | | | | |
| Medium | 15.00@17.00 | 17.00@18.00 | 18.00@17.50 | 16.50@17.50 |
| Common | 14.00@15.00 | 16.00@17.00 | 15.00@16.00 | |
| STEERS (1): | | | | |
| Yearling (800-550 lbs.): | | | | |
| Choice | 18.00@21.00 | | 20.00@22.50 | |
| Good | 17.00@18.00 | | 18.00@20.00 | |
| Medium | 15.00@17.00 | | | |
| COWS: | | | | |
| Good | 14.00@15.00 | 15.00@16.00 | 15.00@16.00 | 14.00@15.00 |
| Medium | 13.00@14.00 | 14.00@15.00 | 13.00@14.50 | 13.50@14.00 |
| Common | 12.00@13.00 | 13.00@14.00 | 12.00@13.00 | 12.50@13.50 |
| Fresh Veal and Calf Carcasses: | | | | |
| VEAL (2): | | | | |
| Choice | 18.00@20.00 | 19.00@21.00 | 20.00@24.00 | 19.00@20.00 |
| Good | 16.00@18.00 | 16.00@19.00 | 18.00@20.00 | 17.00@18.00 |
| Medium | 14.00@16.00 | 13.00@16.00 | 15.00@18.00 | 14.00@16.00 |
| Common | 12.00@14.00 | 10.00@13.00 | 13.00@15.00 | 11.00@13.00 |
| Fresh Lamb and Mutton: | | | | |
| SPRING LAMB: | | | | |
| Good-Choice | 22.00@26.00 | 23.00@25.00 | 23.00@25.00 | 24.00@26.00 |
| Medium | 20.00@22.00 | 21.00@23.00 | 22.00@23.00 | 21.00@24.00 |
| Common | | | 21.00@22.00 | |
| LAMB (38 lbs. down): | | | | |
| Choice | 22.00@23.00 | 21.00@22.00 | 21.00@22.00 | 23.00@24.00 |
| Good | 20.00@22.00 | 20.00@21.00 | 20.00@21.00 | 22.00@23.00 |
| Medium | 18.00@20.00 | 18.00@20.00 | 18.00@20.00 | 19.00@21.00 |
| Common | 16.00@18.00 | 16.00@18.00 | 17.00@18.00 | |
| LAMB (39-45 lbs.): | | | | |
| Choice | 22.00@23.00 | 20.00@21.00 | 21.00@22.00 | 23.00@24.00 |
| Good | 20.00@22.00 | 19.00@20.00 | 19.00@20.00 | 22.00@23.00 |
| Medium | 18.00@20.00 | 17.00@19.00 | 18.00@19.00 | 19.00@21.00 |
| Common | 16.00@18.00 | | 17.00@18.00 | |
| LAMB (46-55 lbs.): | | | | |
| Choice | 19.00@20.00 | 19.00@20.00 | 19.00@20.00 | |
| Good | 18.00@19.00 | 18.00@19.00 | 17.00@18.00 | |
| MUTTON (Ewe) 70 lbs. down: | | | | |
| Good | 12.00@14.00 | 12.00@13.00 | 11.00@13.00 | 13.00@14.00 |
| Medium | 10.00@12.00 | 10.00@12.00 | 10.00@11.00 | 12.00@13.00 |
| Common | 9.00@10.00 | 9.00@10.00 | 9.00@10.00 | 11.00@12.00 |
| Fresh Pork Cuts: | | | | |
| LOINS: | | | | |
| 8-10 lbs. av. | 21.00@23.00 | 21.00@22.00 | 21.00@23.00 | 19.00@21.00 |
| 10-12 lbs. av. | 20.00@22.00 | 20.50@21.50 | 20.00@22.00 | 19.00@21.00 |
| 12-15 lbs. av. | 19.00@20.50 | 20.00@21.00 | 19.00@21.00 | 17.50@19.00 |
| 16-22 lbs. av. | 18.00@19.00 | 17.50@19.00 | 18.00@20.00 | 16.50@18.00 |
| SHOULDER, N. Y. Style, Skinned: | | | | |
| 8-12 lbs. av. | 15.00@16.00 | | 15.00@18.00 | 15.00@16.50 |
| PICNICS: | | | | |
| 6-8 lbs. av. | | 14.50@15.50 | | 15.00@15.50 |
| BUTTS, Boston Style: | | | | |
| 4-8 lbs. av. | 19.00@20.50 | | 18.00@22.00 | 19.00@20.00 |
| SPARE RIBS: | | | | |
| Half Sheets | 13.00@15.00 | | | |
| TRIMMINGS: | | | | |
| Regular | 9.00@9.50 | | | |
| Lean | 18.50@21.50 | | | |

(1) Includes helper yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

New York Section

AMONG RETAIL MEAT DEALERS.

Delegates elected to the convention of the State Association at Utica from the Bronx Branch are Fred Hirsch, E. Ritzman, Frank Ruggerio, L. Spandau and Fred Wehnes. Other business transacted at the meeting of the Bronx Branch last Wednesday was the drafting of resolutions to be presented at the convention. This branch is presenting members closing at 8 o'clock Saturday evenings during July and August with a handsome sign for their windows. The Bronx Branch is starting a campaign against the 88-cent sales where weight is not specified. Chauffeur and operators' licenses are now being issued from the business office of the Bronx Branch, 465 East 157th street, New York City.

The final business meeting of the season was held at the Hotel McAlpin on Thursday afternoon of last week by the Ladies' Auxiliary. President Mrs. A. Werner, jr., was in the chair. Tickets for the theatre party to be held on Wednesday afternoon of next week were distributed. Details for the luncheon were completed. Suggestions for an active membership campaign were made, which undoubtedly will be undertaken in the fall.

Herman Kirschbaum, past president of Ye Olde New York Branch and Mrs. Kirschbaum sailed last week and will spend the summer in Europe.

JOE LEHNER NIGHT.

Rarely is it given to man to hear the sentiments of his friends about him while he is still enjoying life, but such was the fortunate experience of Joseph Lehner last Thursday evening, when he was the guest of the Brooklyn Branch. Men nationally prominent in the trade vied with each other in expressing their admiration for Mr. Lehner.

A short business meeting was held to give the ladies an idea how meetings are conducted and the subjects discussed. President Anton Hehn presided and called upon John Harrison, who reported on the subject of early closing on Saturdays. John Hildeman gave a report on plate glass. Albert Rosen stated he was in favor of having the ladies present at all meetings because of the beneficial effect it would have.

Past president of the South Brooklyn Branch Joseph Rossman reported tentative arrangements had been made for holding the annual Brooklyn ball in the grand ballroom of the St. George Hotel in 1931. Past president of the Ladies Auxiliary Mrs. Charles Hembdt suggested as a thought that Mother's Day be remembered.

B. F. McCarthy, local representative of the U. S. Bureau of Agricultural Economics, spoke of the new way of selling meats.

Following adjournment a beefsteak dinner was enjoyed, as the clams were steamed just right, the steak juicy, hot and plenty of it, the chops were tender and the trimmings that go with a beefsteak dinner were all there. President Anton Hehn was toastmaster and in-

troduced the speakers, who were national president George Kramer, state president David van Gelder, president of the Ladies Auxiliary, Mrs. A. Werner, jr., Albert Rosen, vice president of Jamaica Branch W. H. Hildand, and O. E. Jahrsdoerfer.

On behalf of the Branch Frank P. Burck presented Mr. Lehner with an electric clock. In accepting the gifts Mr. Lehner stated he was a member of the Branch for 32 years and an officer for almost 30 years. He read a number of excerpts from the minutes of long ago which were particularly interesting. Telegrams were read from national treasurer Charles Schuck and past president of Ye Olde New York Branch Herman Kirschbaum expressing regrets at being unable to attend.

Dancing and entertainment followed. It was a wonderful night, which undoubtedly will live long in the memory of Joe Lehner and his many friends. Among those present were Mr. and Mrs. Joseph Lehner and daughter, national president and Mrs. George Kramer, State president and Mrs. D. van Gelder, president of the ladies' auxiliary Mrs. A. Werner, jr., president Washington Heights Branch and Mrs. Chas. Hembdt, president Eastern District Branch and Mrs. Albert Haas, president South Brooklyn Branch and Mrs. Harry Kamps, president Jamaica Branch and Mrs. Chris Rosell, B. F. McCarthy, U. S. Department Bureau of Agricultural Economics, president and Mrs. Anton Hehn and daughter, Mr. and Mrs. Frank P. Burck, Mr. and Mrs. Albert Rosen, Herbert Hertzog and friend, past president South Brooklyn Branch and Mrs. Joseph Rossman, William A. Wolk, manager, Food Distributors, Inc., Mr. and Mrs. Gus Fernquist, Mr. and Mrs. W. H. Wild, and Mr. and Mrs. Kaufman of Jamaica, Mr. and Mrs. Theo. Meyer, Mr. and Mrs. Joseph Echelbacher, Mr. and Mrs. John Hildeman and daughter, Mr. and Mrs. Jacob Wyler, Mr. and Mrs. Henry Fischer, E.



JOSEPH LEHNER.

Meat trade veteran honored for 30 years of service to his association.

Schneider, Mr. and Mrs. Klepser, Mr. and Mrs. Louie Lamb, Harry Hertzog, John Harrison, Joe Maggio and George Maggio.

NEW YORK NEWS NOTES.

F. C. Lawrenson, accompanied by Mrs. Lawrenson, returned to England, May 9, on the S.S. Olympic after spending three weeks in Chicago and a few days in New York. Mr. Lawrenson is connected with Wilson & Co. in the London office.

M. A. O'Connor, assistant traffic manager, Wilson & Co., Chicago, spent several days in New York during the past week.

Charles H. Eshbough, produce department, Swift & Company, Chicago, visited New York for a few days during last week.

I. Schlaifer of the Dold Packing Company, Omaha, Neb., plans to spend the week of May 19 in the Eastern territory with a few days in New York.

The safety trophy that was awarded to the New York Butchers Dressed Meat Company by Armour and Company, Chicago, has just been received in New York and presentation to the conference board will be made by J. J. Mallon, superintendent of the New York Butchers plant, at a regular meeting to be held on May 21.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ending May 10, 1930, was as follows: Meat.—Manhattan, 6,499 lbs.; Bronx, 7 lbs.; Queens, 10 lbs. Total, 6,516 lbs. Fish.—Manhattan, 5,000 lbs. Poultry and Game.—Manhattan, 192 lbs.

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended May 10, 1930:

| | Week ended May 10. | Prev. week. | Cor. week, 1929. |
|-------------------------|--------------------|-------------|------------------|
| Western dressed meats: | | | |
| Steers, carcasses | 2,605 | 2,199 | 2,027 |
| Cows, carcasses | 700 | 853 | 1,054 |
| Bulls, carcasses | 395 | 308 | 405 |
| Veals, carcasses | 1,920 | 1,642 | 2,615 |
| Lambs, carcasses | 12,246 | 13,096 | 11,999 |
| Mutton, carcasses | 624 | 833 | 2,464 |
| Pork, lbs. | 403,996 | 353,984 | 607,452 |
| Local slaughters: | | | |
| Cattle | 1,335 | 1,453 | 1,635 |
| Calves | 2,590 | 2,729 | 2,182 |
| Hogs | 15,281 | 16,598 | 16,856 |
| Sheep | 6,808 | 6,617 | 3,809 |

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended May 10, 1930, with comparisons:

| | Week ended May 10. | Prev. week. | Cor. week, 1929. |
|-------------------------|--------------------|-------------|------------------|
| Western dressed meats: | | | |
| Steers, carcasses | 2,428 | 2,262 | 2,490 |
| Cows, carcasses | 1,714 | 1,032 | 1,542 |
| Bulls, carcasses | 74 | 51 | 66 |
| Veals, carcasses | 1,991 | 1,778 | 1,898 |
| Lambs, carcasses | 21,892 | 20,497 | 15,289 |
| Mutton, carcasses | 530 | 430 | 1,202 |
| Pork, lbs. | 529,760 | 526,359 | 323,613 |

Watch the "Wanted" and "For Sale" page for bargains.

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and George

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1929.
62 2,490
52 1,542
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78 1,898
97 15,290
30 1,202
59 323,613

or Sale"

The Commercial Supremacy of Venice Founded on Salt

Venice was but a scattering collection of fishing huts until its citizens began to engage in the commerce of salt. Then its rise was spectacular. The fortunes of the powerful Doges sprang from salt.

In the present day Worcester Salt has had its part in the development of the packing industry. Because of its quick solubility, purity and uniformity of flavor it is a universal favorite.

WORCESTER SALT

It Takes The Best To Make The Best

WORCESTER SALT COMPANY

71-73 Murray St., New York, N. Y.

Offices: Boston; Chicago; Detroit; Philadelphia;
Columbus; Charlotte, N. C.; Buffalo, N. Y.

Refineries: Silver Springs, N. Y.; Pliffard, N. Y.;
Ecorse, Michigan

TRADE GLEANINGS

Schlesser Bros., Portland, Ore., have let contract for a packinghouse to cost approximately \$10,000.

Capital stock of \$28,000 has been subscribed for the municipal abattoir at Austin, Tex. Bids for lease of the abattoir are now being received.

The Satilla Packing Co. plant, Waycross, Ga., has been leased by J. M. Harris of Savannah, Ga. The plant will be put in operation immediately.

Wisconsin Sausage Co., Milwaukee, Wis., has been incorporated with a capital stock of 500 shares of no-par value. The incorporators are Frank H. Hoy, M. A. Hoy, and N. Petrie.

The Bushnell Provision Co., Bushnell, Ill., has recently been organized, with headquarters at the local stockyards. Officers of the company are: Edw. Mowery, president; J. C. Hoehnen, vice-president; W. F. Warfel, secretary-treasurer.

The stock of the Nevada Packing Co., Reno, Nev., has been acquired for a reported \$600,000, by C. J. Hooper and John W. Blum, from the Western Meat Co., who have owned the plant since 1917. The new owners will continue to operate under the name of the Nevada Packing Co.

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended May 10, 1930, with comparisons:

| | Week ended May 10. | Prev. week. | Cor. week. |
|----------------------|--------------------|-------------|------------|
| West drad. meats: | | | |
| Steers, carcasses... | 7,880 | 7,627½ | 7,664½ |
| Cows, carcasses... | 745 | 898 | 554 |
| Bulls, carcasses... | 272 | 199 | 35 |
| Veals, carcasses... | 14,348 | 9,908 | 13,155 |
| Lambs, carcasses... | 26,400 | 28,508 | 24,267 |
| Mut. carcasses... | 743 | 2,182 | 5,471 |
| Beef cuts, lbs... | 296,138 | 311,586 | 536,838 |
| Pork cuts, lbs... | 1,739,411 | 1,727,520 | ..... |
| Local slaughters: | | | |
| Cattle | 7,978 | 8,396 | 8,963 |
| Calves | 15,378 | 16,047 | 16,003 |
| Hogs | 38,456 | 43,576 | 45,992 |
| Sheep | 67,064 | 67,577 | 42,534 |

CASINGS FOR ITALY.

Italy is a large user of casings of all kinds, beef bladders being in especially good demand. Much of the product is imported from North and South America, Russia and other European countries.

Beef rounds also are in good demand, the quality of the product exported from the United States being desirable, but the pack of 120 to 160 pieces per cask is not so popular with Italian buyers as the product packed 180 pieces to the cask.

Salted casings are classified as follows: (1) tarti, which means beef rounds; (2) dritti, beef middles; (3) bondiane, long middles; and (4) salcicane, hog bungs.

Beef rounds should be in strips 30 to 32 meters in length, with a diameter measurement of from 30 to 40 and 40 to 50 mm. They are packed in wooden casks about 300 kg. each, and the casings must be free of grease. The price is about 5 lire per strip, c.i.f. Genoa. Beef middles are manufactured in strips of 18 meters, and the diameter of the casing must not be less than 50 mm. but can be 70 mm. The price is on the basis of 18 lire per strip. Every cask must contain 110 strips and the weight is about 300 lbs. per cask.

Hog middles are sold in pieces of 1½ to 2 meters in length. The outside width is about 20 cm. These pieces are put up 400 to 500 in a wooden cask which weighs about 300 kg. The price varies from 1 to 1.20 lire per piece.

Hog bungs are generally salted and shipped in wooden casks, weighing from 280 to 300 kg. each.

Pig sausage casings are in strips 100 meters in length. The outside width is from 30 to 35 mm. The price is 12 lire per strip. There is a good demand in Italy for these casings.

Goat and sheep casings are prepared

in strips of 25 to 30 meters, the extreme width being from 18 to 26 mm. The price is about 4 lire per strip, cleaned, salted, and ready for use.

Dry beef bladders, not salted, are valued according to size, the size being measured from the bottom of the bladder to the top of the neck, the latter not included. Sizes in centimeters are as follows: 20 to 25, 25 to 30, 30 to 35, 40 to 45, 50 to 55. The 25 to 30 and 30 to 35 are chiefly in demand. The prices vary from 0.30 lira to 1 lira per bladder, according to size. There is a great demand in Italy for dry beef bladders, and they are being imported in large quantities from the United States and Russia.

Italy is said to be a large user of these products, the estimated consumption being over a million dry beef bladders every year.

The above data has been supplied by the Commercial Intelligence Service at Ottawa, Canada.

MEAT INSPECTION CHANGES.

Changes in the federal meat inspection service are reported as follows:

Meat inspection granted.—Joseph S. Stein & Co., Philadelphia, Pa.; *Morgan Packing Co., Tuscaloosa, Ala.; *The Provision Co., Columbus, Ga.

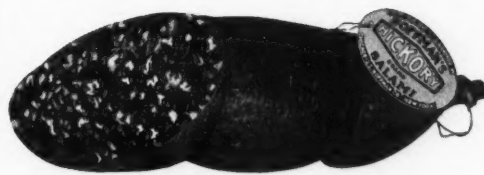
Meat inspection withdrawn.—Jacob Batt, Philadelphia, Pa.; First National Stores, Inc., Boston, Mass.

Meat inspection extended.—Armour and Company, Louisville, Ky., to include North American Provision Co. and Morris & Co.; Swift & Company, Omaha, Neb., to include Iowa Packing Co.

Change in name of official establishment.—Pincus & Batt, Philadelphia, Pa., instead of Jacob Batt; Howard W. Rose, Trenton, N. J., instead of W. W. Rose; Bushwick Pork Packing Co., Inc., Brooklyn, N. Y., instead of Bushwick Pork Packing Co.; Pincus & Batt, Inc., Philadelphia, Pa., instead of Louis Pincus, Inc.

*Conducts slaughtering.

J. S. Hoffman Company



322-330 W. Illinois St.
CHICAGO

181-183 Franklin St.
NEW YORK



Standard 1500-lb. Ham Curing Casks

Manufactured by

Bott Bros. Mfg. Co.

Warsaw, Illinois

Write for Prices and Delivery

NEW CURING VATS

Dozier Meat Crates
Packing Box Shooks

B. C. SHEAHAN CO.

166 W. Jackson Blvd.

Chicago



NEW YORK MARKET PRICES

LIVE CATTLE.

| | |
|-------------------------|---------------|
| Steers, good | \$12.85@14.00 |
| Steers, medium | 10.25@12.00 |
| Cows, common and medium | 5.50@7.25 |
| Bulls, cutter-medium | 6.50@8.00 |

LIVE CALVES.

| | |
|-------------------------|--------------|
| Vealers, good to choice | \$9.75@12.50 |
| Vealers, medium | 7.00@9.75 |

LIVE SHEEP AND LAMBS.

| | |
|-------------------------------|---------------|
| Lambs, spring, good to choice | \$12.00@13.00 |
| Lambs, good to choice | 8.25@9.25 |
| Lambs, medium | 7.00@8.25 |
| Lambs, common | 6.50@8.00 |
| Ewes, medium to choice | 4.50@5.50 |

LIVE HOGS.

| | |
|--------------------|---------|
| Hogs, 100-120 lbs. | \$10.50 |
| Hogs, medium | 10.75 |
| Hogs, 120 lbs. | 10.25 |
| Roughs | 9.25 |
| Good Roughs | 9.50 |

DRESSED HOGS.

| | |
|-------------------|---------|
| Hogs, heavy | \$15.50 |
| Hogs, 180 lbs. | 16.00 |
| Pigs, 80 lbs. | 16.00 |
| Pigs, 80-140 lbs. | 16.00 |

DRESSED BEEF.

CITY DRESSED.

| | | |
|------------------------|----|-----|
| Choice, native heavy | 23 | @24 |
| Choice, native light | 22 | @24 |
| Native, common to fair | 20 | @21 |

WESTERN DRESSED BEEF.

| | | |
|---------------------------------------|----|-----|
| Native steers, 400@800 lbs. | 21 | @23 |
| Native choice yearlings, 400@600 lbs. | 22 | @23 |
| Good to choice heifers | 20 | @21 |
| Good to choice cows | 17 | @19 |
| Common to fair cows | 13 | @15 |
| Fresh bologna bulls | 14 | @15 |

BEEF CUTS.

| | Western. | City. |
|----------------------------|----------|-------|
| No. 1 ribs | 30 | @32 |
| No. 2 ribs | 26 | @28 |
| No. 3 ribs | 23 | @25 |
| No. 1 loins | 33 | @34 |
| No. 2 loins | 33 | @34 |
| No. 3 loins | 28 | @32 |
| No. 1 hinds and ribs | 27 | @30 |
| No. 2 hinds and ribs | 24 | @26 |
| No. 3 hinds and ribs | 20 | @23 |
| No. 1 rounds | 20 | @21 |
| No. 2 rounds | 18 | @19 |
| No. 3 rounds | 16 | @17 |
| No. 1 chucks | 19 | @21 |
| No. 2 chucks | 18 | @19 |
| No. 3 chucks | 16 | @17 |
| Bolognas | 14 | @15 |
| Rolls, reg., 6@8 lbs. avg. | 22 | @23 |
| Rolls, reg., 4@6 lbs. avg. | 17 | @18 |
| Tenderloins, 5@6 lbs. avg. | 80 | @90 |
| Tenderloins, 5@6 lbs. avg. | 80 | @90 |
| Shoulder clods | 10 | @11 |

DRESSED VEAL AND CALVES.

| | | |
|-----------------------|----|-----|
| Prime veal | 28 | @28 |
| Good to choice veal | 22 | @25 |
| Med. to common veal | 15 | @21 |
| Good to choice calves | 18 | @22 |
| Med. to common calves | 14 | @18 |

DRESSED SHEEP AND LAMBS.

| | | |
|---------------|----|-----|
| Lambs, prime | 25 | @27 |
| Lambs, good | 23 | @25 |
| Sheep, good | 11 | @13 |
| Sheep, medium | 7 | @10 |

FRESH PORK CUTS.

| | | |
|--|----|-----|
| Pork loins, fresh, Western, 10@12 lbs. | 22 | @23 |
| Pork tenderloins, fresh | 60 | @60 |
| Pork tenderloins, frozen | 50 | @55 |
| Shoulders, city, 10@12 lbs. avg. | 19 | @20 |
| Shoulders, Western, 10@12 lbs. | 16 | @17 |
| Butts, boneless, Western | 23 | @24 |
| Butts, regular, Western | 20 | @21 |
| Hams, Western, fresh, 10@12 lbs. avg. | 23 | @24 |
| Hams, city, fresh, 6@10 lbs. avg. | 26 | @27 |
| Picnic hams, Western, fresh, 6@8 lbs. avg. | 16 | @17 |
| Pork trimmings, extra lean | 22 | @23 |
| Pork trimmings, regular, 50% lean | 13 | @14 |
| Spareribs, fresh | 14 | @15 |

SMOKED MEATS.

| | | |
|---------------------------------|----|-----|
| Hams, 8@10 lbs. avg. | 26 | @27 |
| Hams, 10@12 lbs. avg. | 25 | @26 |
| Hams, 12@14 lbs. avg. | 24 | @25 |
| Picnics, 4@6 lbs. avg. | 17 | @18 |
| Picnics, 6@8 lbs. avg. | 16 | @17 |
| Roillettes, 8@10 lbs. avg. | 17 | @18 |
| Beef tongue, light | 30 | @32 |
| Beef tongue, heavy | 34 | @36 |
| Bacon, boneless, Western | 23 | @24 |
| Bacon, boneless, city | 20 | @21 |
| Pickled bellies, 8@10 lbs. avg. | 18 | @19 |

FANCY MEATS.

| | | |
|-----------------------------------|------|---------|
| Fresh steer tongues, untrimmed | 26c | a pound |
| Fresh steer tongues, l. c. trim'd | 40c | a pound |
| Sweetbreads, beef | 70c | a pound |
| Sweetbreads, veal | 1.00 | a pair |
| Beef kidneys | 20c | a pound |
| Mutton kidneys | 11c | each |
| Livers, beef | 40c | a pound |
| Oxtails | 18c | a pound |
| Beef hanging tenders | 30c | a pound |
| Lamb fries | 10c | a pair |

BUTCHERS' FAT.

| | |
|-------------|---------|
| Shop fat | @ 1 1/2 |
| Breast fat | @ 3 |
| Edible suet | @ 5 |
| Cond. suet | @ 4 |

GREEN CALFSKINS.

| | 5-9 | 9 1/2-12 1/2 | 12 1/2-14 | 14-18 | 18 up |
|-------------------|-----|--------------|-----------|-------|----------|
| Prime No. 1 veals | .17 | 1.90 | 2.00 | 2.20 | 3.10 |
| Prime No. 2 veals | .15 | 1.70 | 1.75 | 1.95 | 2.85 |
| Buttermilk No. 1 | .14 | 1.55 | 1.65 | 1.85 | |
| Buttermilk No. 2 | .12 | 1.30 | 1.40 | 1.60 | |
| Branded Gruby | 7 | .85 | .90 | 1.10 | 1.50 |
| Number 3 | | | | | At value |

BUTTER.

| | |
|------------------------------------|------------|
| Creamery, extra (92 score) | @36 1/2 |
| Creamery, firsts (88 to 89 score) | 33 1/2 @35 |
| Creamery, seconds (84 to 87 score) | 32 @33 |
| Creamery, lower grades | 31 @31 1/2 |

EGGS.

(Mixed colors.)

| | |
|---------------------|------------|
| Extra, dozen | 26 1/2 @27 |
| Extra, firsts, doz. | 25 @26 |
| Firsts | 24 1/2 @25 |
| Checks | 21 1/2 @22 |

LIVE POULTRY.

| | | |
|------------------------------------|----|-----|
| Fowls, colored, fancy, via express | 21 | @25 |
| Fowls, Leghorns, via express | 23 | @26 |

DRESSED POULTRY.

FRESH KILLED.

| | |
|--|--------|
| Fowls—fresh—dry packed—12 to box—fair to good: | |
| Western, 60 to 65 lbs. to dozen, lb. | 28 @30 |
| Western, 48 to 54 lbs. to dozen, lb. | 28 @30 |
| Western, 43 to 47 lbs. to dozen, lb. | 27 @29 |
| Western, 38 to 42 lbs. to dozen, lb. | 26 @28 |
| Western, 30 to 35 lbs. to dozen, lb. | 25 @27 |

| | |
|--|--------|
| Fowls—fresh—dry pkd.—12 to box—prime to foy: | |
| Western, 60 to 65 lbs. to dozen, lb. | 31 @31 |
| Western, 48 to 54 lbs. to dozen, lb. | 29 @31 |
| Western, 43 to 47 lbs. to dozen, lb. | 29 @30 |
| Western, 38 to 42 lbs. to dozen, lb. | 29 @29 |
| Western, 30 to 35 lbs. to dozen, lb. | 28 @28 |

| | |
|-------------------------------------|--------|
| Turkeys— | |
| Western, young toms, prime to fancy | 38 @42 |
| Western, young hens, prime to fancy | 36 @40 |

| | |
|--------------------------|-----|
| Squabs— | |
| White, ungraded, per lb. | @40 |

| | |
|---|--------|
| Chickens, broilers, small—12 to box—prime to foy: | |
| Western, under 17 lbs. | 34 @35 |

| | |
|--|--------|
| Fowls, frozen—dry pkd.—12 to box—prime to foy: | |
| Western, 60 to 65 lbs., per lb. | 30 @31 |
| Western, 48 to 54 lbs., per lb. | 30 @31 |
| Western, 43 to 47 lbs., per lb. | 29 @30 |

| | |
|-------------|-----|
| Ducks— | |
| Long Island | @21 |

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended May 8, 1930:

| | May 2 | 3 | 5 | 6 | 7 | 8 |
|---------------|--------|--------|--------|--------|--------|--------|
| Chicago 36 | 35 1/2 | 35 | 35 | 35 | 35 | 35 |
| N. Y. | 37 | 36 1/2 | 36 1/2 | 36 1/2 | 36 1/2 | 36 1/2 |
| Boston 37 1/2 | 37 1/2 | 37 | 37 | 37 | 37 | 37 |
| Phila. 38 | 37 1/2 | 37 1/2 | 37 1/2 | 37 1/2 | 37 1/2 | 37 1/2 |

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

| | 46 | 35 1/2 | 35 | 35 | 35 | 35 |
|--------------------------------------|--------|--------|--------|-----------|-----------|----|
| Receipts of butter by cities (tubs): | | | | | | |
| Wk. to Prev. | | | | | | |
| May 8. week. | | | | | | |
| Chicago | 46,402 | 38,707 | 38,639 | 1,063,364 | 1,064,001 | |
| N. Y. | 62,745 | 59,180 | 66,907 | 1,248,686 | 1,208,767 | |
| Boston | 20,800 | 18,027 | 19,480 | 318,375 | 377,647 | |
| Phila. | 15,848 | 18,780 | 18,384 | 381,538 | 386,797 | |

Total 145,795 134,694 143,419 3,011,963 3,027,212
Cold storage movement (lbs.):

| | In | Out | On hand | Same |
|----------|---------|---------|------------|------------|
| | May 8. | May 8. | May 8. | last year. |
| Chicago | 206,910 | 32,910 | 3,714,180 | 1,023,453 |
| New York | 25,276 | 69,746 | 4,326,029 | 1,245,733 |
| Boston | 139,520 | 41,633 | 1,260,816 | 59,013 |
| Phila. | 48,460 | 13,020 | 1,182,072 | 409,408 |
| Total | 420,166 | 157,306 | 10,483,067 | 2,737,607 |

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

| | | |
|--------------------------------------|-----------------------------|--------------|
| Ammonium sulphate, bulk, delivered | per 100 lbs. | 2.00@2.10 |
| Ammonium sulphate, double bags | per 100 lb. f.a.s. New York | @ 1.80 |
| Blood, dried, 15-16% per unit | | @ 3.70 |
| Fish scrap, dried, 11% ammonia 10% | | Nominal |
| B. P. L. f.o.b. fish factory | | 4.30 & 10c |
| Fish guano, foreign, 13@14% ammo- | | 3.75 & 50c |
| nia, 10% B. P. L. | | @ 2.10 |
| Fish scrap, acidulated, 6% ammonia, | | 3.75 & 10c |
| 3% A. P. A. f.o.b. fish factory | | @ 3.50 & 10c |
| Soda Nitrate in bags, 100 lbs. spot. | | |
| Tankage, ground, 10% ammonia, | | |
| 15% B. P. L. bulk | | |
| Tankage, unground 9@10% ammo | | |

Phosphates.

| | | |
|--------------------------------------|--|--------|
| Foreign bone meal, steamed, 3 and 50 | | @25.00 |
| bags, per ton c.i.f. | | |
| Bone meal, raw, 4 1/2 and 50 bags | | @36.00 |
| per ton, c.i.f. | | |
| Acid phosphate, bulk, f.o.b. Balti- | | @ 9.00 |
| more, per ton, 16% flat | | |

Potash.

| | | |
|--------------------------------------|--|--------|
| Manure salt, 20% bulk, per ton | | @12.65 |
| Kalnit, 14% bulk, per ton | | @ 9.70 |
| Muriate in bags, basis 80% per ton | | @37.15 |
| Sulphate in bags, basis 90%, per ton | | @48.25 |

Beef.

| | |
|--------------------------|----------|
| Cracklings, 50% unground | @ 90 |
| Cracklings, 60% unground | @ 92 1/2 |

BONES, HOOFS AND HORNS.

| | | | |
|---------------------------------------|--|----------------|--------------|
| Round shin bones, avg. 48 to 50 lbs., | | per 100 pieces | 85.00@125.00 |
| Flat shin bones, avg. 40 to 45 lbs., | | per 100 pieces | @ 85.00 |
| Black or striped hoofs, per ton | | | 45.00@50.00 |
| White hoofs, per ton | | | @ 60.00 |
| Thigh bones, avg. 85 to 90 lbs., per | | 100 pieces | @110.00 |
| Horns, according to grade | | | 75.00@200.00 |

Lincoln Farms Products Corporation

Collectors and Renderers of

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1930.

S.
K.

0 @ 2.10
@ 1.80
@ 3.70

minimal
0 & 10c
5 & 50c
@ 2.10
75 & 10c
10 & 10c

@ 25.00
@ 36.00
@ 9.00

@ 12.65
@ 9.70
@ 37.15
@ 48.25

@ 90
@ 92 1/2

RNS.

5.00 @ 125.00
@ 85.00
5.00 @ 50.00
@ 60.00
@ 110.00
5.00 @ 200.00

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Skins

Feeds

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